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Information 4

July 1962

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LIST OF PUBLICATIONS

FARMER COOPERATIVE SERVICE U. S. DEPARTMENT OF AGRICULTURE

UNITED STATES DEPARTMENT OF AGRICULTURE
FARMER COOPERATIVE SERVICE
WASHINGTON 25, D. C.

Joseph G. Knapp, Administrator

The Farmer Cooperative Service issues publications explaining the activities and aims of the farmer cooperatives of this country. These publications point out how farmers can make good use of marketing, farm supply, and farm business service cooperatives as well as report the results of research studies made by the Service. Unless otherwise noted, this circular lists the publications currently available from the -

Information Division
Farmer Cooperative Service
U. S. Department of Agriculture
Washington 25, D. C.

Growth Through Agricultural Progress

Compiled by Catherine E. Hardy
Information Division

Information 4
Revised July 1962

Contents

	Page
Numerical list of available publications by series	2
Cooperation in general	18
Miscellaneous	18
Economic integration	24
Financing	27
History and statistics	29
Organizing	30
Taxation	30
News for Farmer Cooperatives	31
Management services	34
Member and public relations	34
Communications	34
Management	37
Meetings	40
Member participation	41
Public relations	43
Youth	45
Cooperatives in other countries	47
Transportation	51
Cooperative marketing	55
Cotton and cottonseed	55
Dairy products	59
Fruits and vegetables	65
Grain	71
Livestock and wool	75
Poultry and eggs	82
Special crops	85
Dry beans	85
Rice	86
Tobacco	86

Page

Purchasing ---------- 87
Farm services ---------- 87
Credit unions ---------- 87
Insurance ---------- 89
Rural health ---------- 90
Frozen food locker plants ---------- 90
Farm supplies ---------- 94
General ---------- 94
Credit and inventory ---------- 98
Feed ---------- 100
Fertilizer ---------- 103
Petroleum ---------- 105
Seed ---------- 106

Films on farmer cooperatives ---------- 107

This Information 4 lists publications by series numbers and by subject matter. For a description of each publication, its author, and year issued, see pages 18-106. Please use the numerical list on the following pages when ordering more than one publication.

Numerical List of Available Publications by Series

If you order several publications, please mark this numerical list. Then tear out these perforated pages and send them in to have your order filled.

You may obtain from the Farmer Cooperative Service a limited number of copies of most of the publications listed. The Superintendent of Documents, United States Government Printing Office, Washington 25, D. C., sells Circulars, Bulletins, and Marketing Research Reports. If you want a larger number of these three types of publications, you may buy them from that office. Check the right hand columns on pages 2-17 for the price of each publication. The Government Printing Office allows a discount of 25 percent if you purchase in quantities of 100 or more. When buying publications from the Government Printing Office, please make your check payable to the Superintendent of Documents, and send the order directly to that office.

Miscellaneous Reports, General Reports, Reprints from the News, the Information Series, and the Educational Aid Series are available without charge in limited quantities from Farmer Cooperative Service.

Publications Available from Farmer Cooperative Service

(Those also for sale at Government Printing Office indicated by price in right hand column)

FCS Bulletins

		G.P.O. PRICE
1.	Farmer cooperatives in the United States (Major revision of Bul. 54) (Not available free to high school students)	$1.25
	Bulletin Reprint 1 - Poultry and egg cooperatives vary widely (No charge)	-
	Bulletin Reprint 2 - Dairy cooperatives help find markets (No charge)	-
	Bulletin Reprint 3 - Farmers buy supplies cooperatively (No charge)	-
	Bulletin Reprint 4 - Cooperatives market many special crops (No charge)	-
	Bulletin Reprint 5 - Agricultural cooperation - pioneer to modern (No charge)	-
	Bulletin Reprint 6 - What is a co-op.? (No charge)	-
*5.	Developing butterfat sampling and testing programs	.25
*6.	Pricing milk according to use	.25
*7.	Using gin machinery more effectively	.15
*8.	Livestock auctions in the northeastern States	.25
*9.	Meeting seasonal problem of dairy cooperatives through education	.20
10.	Legal phases of farmer cooperatives (Not available free to high school students)	1.25

Asterisk (*) indicates publications were prepared with funds furnished under the Agricultural Marketing Act of 1946 (RMA, Title II).

		G. P. O. PRICE
*11.	Distribution of fertilizer by cooperatives in the South	.40
*12.	Seasonal milk pricing plans	.25
13.	Manufacture of fertilizer by cooperatives in the South	.30
14.	Criteria for evaluating dairy cooperatives	

FCS Circulars

1.	Cooperative business training for farm youth	.20
*2.	Feed bags -- kinds, costs, and problems	.15
*3.	Delivering feed in bulk	.15
*4.	Fall premium milk pricing plans	.15
*5.	Producing and merchandising sausage in small plants	.15
*6.	Changing grain storage costs, farm vs. elevator	.10
*8.	Progress in farm-to-plant bulk milk handling	.25
*9.	Feeder calf sales in the southeastern States	.20
*10.	New country elevators - influence of size and volume on operating costs	.15
*11.	Selecting a program for butterfat sampling	.15
*12.	Cooperative alfalfa dehydrators - costs and operations	.20
13.	Glades Livestock Market Association -- a Florida operation	.25
*14.	Comparing bulk and can milk hauling costs	.10
15.	How women help their farmer co-ops	.20
*16.	Ways to improve livestock auctions in the Northeast	.10
*17.	Frozen food lockers -- Highlights of of a survey (No charge)	-

		G.P.O. PRICE
18.	Organizing a farmer cooperative	.20
19.	Marketing rice cooperatively	.15
*20.	Vending milk in small containers, by cooperatives and others	.15
21.	Retirement plans of farmer cooperatives	.15
22.	Making the most of your co-op annual meeting	.20
23.	Cooperative marketing of turkeys	.25
*24.	Controlling open account credit in feed cooperatives	.35
*25.	Fruit and vegetable bargaining cooperatives	.25
*26.	How manufacturing co-ops market Grade A milk	.25
27.	Sunkist Growers, Inc. - a California adventure in agricultural cooperation	.45
28.	A look at agricultural cooperatives in India	.20
29.	SWIG - Southwestern Irrigated Cotton Growers Association, El Paso, Texas	.30
30.	Crushing cottonseed cooperatively	-
31.	Helping farmers build cooperatives - the evolution of Farmer Cooperative Service	-

Educational Aids (No charge)

1. Farmer cooperation ... an American way

Section A ... 4-H dramatization
Section B ... 4-H illustrated talks
Section C ... 4-H demonstrations
Section D ... YMW illustrated talk
Section F ... Group demonstrations
Section G ... The business rights to Main Street under private enterprise

2. 4-H clubs and cooperatives
3. Better living
4. Future farmers and co-ops
5. The American private enterprise system

G. P. O.
PRICE

Educational Circulars

1.	The story of farmers' cooperatives	.15
2.	Using your wool co-op	.10
4.	Using your livestock co-op	.10
5.	Financing farmer cooperatives	.10
6.	Using your farm supply co-op	.10
7.	Using your fruit and vegetable co-op	.10
8.	Using your co-op elevator	.05
9.	Using your poultry and egg co-op	.10
10.	Forming farmer cooperatives	.10
11.	Sizing up your cooperative	.10
12.	Farmer cooperatives in our community	.20
13.	Three principles of agricultural cooperation	.10
14.	Using a local cooperative as source material for teaching	.10
15.	Using your co-op cotton gin	.15
16.	Using your rural credit union	.10

General Reports (No charge)

1. Recent Federal income tax changes affecting farmer cooperatives
3. Estimating the "market value" of a milk distributing business
4. Agricultural cooperation in Western Europe - Section A. Benelux countries. Section B. England, France, Italy, and Switzerland.

*7. Cooperative fertilizer transportation in the North Central States

12. Employee incentive plans in industry

13. Business research of regional farm supply co-ops
14. Selecting and electing directors of farmer cooperatives
*21. Processing and marketing cottonseed cooperatively
*22. Bulk milk handling in 1955
24. Bulk distribution of fertilizer and lime in the Northeast
26. The work of State cooperative councils
27. Farmers' equities in their marketing and farm supply cooperatives - 1954
29. Farmer meat packing enterprises in the United States
30. How do members use a co-op paper?
32. Methods of financing farmer cooperatives
*33. Coordinated marketing for processed fruits and vegetables
34. Manufacturers' and topmakers' views on some wool marketing problems
*37. Inedible offal as a hog feed
38. Inventory management by selected retail farm supply co-ops - Area I - Michigan, Indiana, Ohio, Pennsylvania
39. Improving livestock marketing efficiency - a study of nine cooperative livestock markets in Ohio, Indiana, and Michigan
40. Research in agricultural cooperation - problem areas - preliminary
41. Revolving fund method of financing farmer cooperatives
42. A bibliography of dissertations and theses on cooperatives, 1913-1957
43. Credit control in selected retail farm supply cooperatives - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and northern Iowa
44. Integrated and related operations Central Carolina Farmers Exchange
45. United Cooperative Farmers, Inc. - A study in economic integration

46. Pay plans for co-op tank truck salesmen
47. Rural credit unions in Indiana
49. Rural credit unions in the United States
50. Inventory management by selected retail farm supply co-ops - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and northern Iowa
52. How cooperatives use credit agencies to meet patron's needs
53. Handbook on major regional cooperatives handling farm supplies, 1956 and 1957
*54. Multiquart containers--their significance in dairy cooperatives
*55. Effect of grades and weights on cottonseed margins of cooperative gins
*56. Grade A milk marketing by manufacturing co-ops
57. Credit control in selected retail farm supply cooperatives - Area IV - Kansas, Nebraska, Missouri, Iowa, Illinois, and southern Wisconsin
58. Integrated petroleum operations through farmer cooperatives, 1950 and 1957
*59. Cost of marketing eggs and labor output of selected cooperatives - Part I - Northeast
61. Integrated operations . . . Hamilton Farm Bureau Cooperative
62. Employee incentive plans in farmer cooperatives, 1957
*63. Mobile feed milling by cooperatives in Michigan and Wisconsin
*64. Cooperative country elevators in Montana
65. Management training among farmer cooperatives
66. Inventory management by selected retail farm supply co-ops - Area IV - Kansas, Nebraska, Missouri, Iowa, and Illinois
*67. Pooling and other grower payment methods as used by local fruit, vegetable, and tree nut cooperatives
68. Frozen food locker plants in the United States, January 1959

69. Integrated dairy operations through farmer cooperatives
70. Inventory management by selected retail farm supply cooperatives - Area VI - New York, New Jersey, Virginia, North Carolina, and Georgia
71. Credit control in selected retail farm supply cooperatives - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia
*72. Cost of marketing eggs and labor output of selected cooperatives - Part II - North Central
73. Number of full-time employees of farmer cooperatives
74. Handbook on major regional cooperatives handling farm supplies, 1957-58
*75. Cost of handling eggs and labor output of selected cooperatives - Part III - western States
*77. Milk receiving costs during shift from can to bulk
78. Bylaw provisions for selecting directors of major regional farmer cooperatives
79. Pendleton Grain Growers ... an integrated cooperative
80. La Coopérative Fédérée De Québec - integrated and multipurpose operations
81. Membership practices of local cooperatives
82. Liquid nitrogen distribution by local cooperatives in Nebraska and Kansas
83. Directors of regional farmer cooperatives - selection, duties, qualifications, performance
84. Fresh fruit and vegetable marketing organizations in northeastern and central States
85. Director committees of farmer cooperatives
*86. Piggyback transportation for Pacific Northwest cooperatives
87. Frozen food locker and freezer provisioning firms in the United States, January 1960

*88. Cost of handling eggs and labor output of selected cooperatives - combined report of northeast, north central, and western areas

89. Handbook on major regional cooperatives handling farm production supplies, 1958 and 1959

*90. Multiquart containers - their effect on milk packaging and handling costs in selected cooperatives

*91. What influences off-farm grain sales in Missouri?

92. Farm supply operations of cooperative gins and elevators in Texas

93. Statistics of farmer cooperatives, 1958-59

94. Rural credit unions in nine midwestern and Great Plains States

95. Liquid fertilizer distribution by local cooperatives in the Pacific Northwest

96. A livestock market is born

97. Exploring communication processes in a farmer cooperative - a case study

98. Livestock marketing cooperatives in California - their progress, policies, and operating methods

*99. Mobile feed milling by cooperatives in the Northeast

100. Integrated feed operations through farmer cooperatives, 1959

*101. Transportation and handling of seed by regional cooperatives in the Southeast

102. Frozen food locker and freezer provisioning plants in the United States, January 1961

103. Statistics of farmer cooperatives, 1959-60

104. Employee incentive plans of farmer cooperatives - case studies

Information Series (No charge)

1. Getting your feed in bulk
2. Farmer cooperative films
4. List of FCS publications - revised 1962

5. Purchasing cooperatives - an essential tool for the modern farmer
6. "Mr. Chairman --"
7. Popular publications on farmer cooperatives
8. Farmer cooperatives and the community
9. Farmer co-op publications - list of magazines, newspapers, and newsletters
10. Planned public relations--in modern cooperative business
11. Some facts about fruit and vegetable bargaining co-ops
12. Suggested steps for improved member relations
13. Making your membership publication do the job
14. Motortruck leasing by farmer cooperatives
15. How much did your wool bring?
16. What kind of wool do you market?
17. School-related activities of farmer cooperatives
18. Recent developments in farmer cooperative meat packing and processing
19. Keys to effective rural credit unions
20. The rural credit union - a place to save and borrow
21. Providing equitable treatment for large and small members
22. State statutes authorizing assistance to farmer cooperatives
23. Co-ops have a place in rural community progress
24. Cooperatives in the American private enterprise system
25. How the work of F.C.S. with farmer cooperatives contributes to the national interest
26. How Farmer Cooperative Service works

*27. Credit -- an aid to freezer provisioners
*28. Safety-checking livestock handling facilities

G. P. O.
PRICE

Marketing Research Reports

*140.	Transportation of rice in the South -- An economic survey	.35
*184.	Costs of canning sweet corn in selected plants	-
*224.	Interstate trucking of fresh and frozen poultry under agricultural exemption	-
*247.	Losses of livestock in transit in mid-western and western States	-
*258.	Business management of frozen food locker and related plants	.65
*261.	Causes of losses in trucking livestock	.20
*313.	Merchandising frozen food by locker and freezer provisioning plants	.30
316.	Interstate trucking of frozen fruits and vegetables under agricultural exemption	-
*328.	Marketing adjustments made by the Texas citrus industry to freezes of 1949 and 1951	.25
*345.	Analysis of returns and practices of Florida fresh citrus sales organizations	.45
*346.	Handling conditions and practices causing bruises in cattle	.35
*386.	Baling cotton at gins - practices and costs, flat - standard - high density bales	.35
*437.	Controlling protein level of meal production at cottonseed oil mills	-
*447.	Loss and damage in handling and transporting hogs	-
*449.	Economics of grain drying at Kansas local elevators	-
*453.	Merchandising practices for freezer provisioners	.20
*470.	Effects of electric rates on power expenses of cotton gins (Arkansas, Oklahoma, and Texas)	-

*484.	Highlights and trends of the frozen food locker and freezer provisioning industry, 1960	-
*487.	Economic considerations in marketing sweetpotatoes from the eastern shore of Virginia	-
*492.	Coordinated marketing for Florida fresh citrus shippers: Views on its need and feasibilities	-
*510.	Livestock pooling - improved marketing through grading and commingling	-
*520.	Power expenses of cotton gins -- by types of power -- Arkansas, Oklahoma, Texas	-
*544.	Losses from handling sheep and lambs	-
*545.	Frozen food locker and freezer provisioning industry, 1960	-
*552.	Why egg handling costs vary	-
*555.	Buying farmers' stock peanuts in the Virginia-North Carolina area	-

Other

Agricultural Handbook 220, Management accounting for frozen food locker and related plants	.65
FAR 105, Agricultural trade with the cooperatives of Japan	.10
*Agriculture Handbook 163, Guide to uniform accounting for locker and freezer provisioners	-
*Utilization Research Report 1, 1955 Survey - frozen food locker plants	.35
Bibliography on cooperation in agriculture, Supplement 1, U.S.D.A. Library List 41	-

G. P. O.
PRICE

News for Farmer Cooperatives -
(Subscription at Government Printing Office - $2.00 a year, $2.75 a year foreign - 20 cents for single copy)

Indexes to News for Farmer Cooperatives .1

Special Issues

Cooperatives - a vital agricultural resource January 1962

Action needed for co-op advance - AIC issue - November 1961

Dynamic cooperatives for today's farmer - January 1961

Farmers and their cooperatives look to the sixties - January 1960

Sound concepts and future designs stressed at AIC sessions - November 1960

What about cooperative financing? - April 1959

Gearing cooperatives to serve modern agriculture - AIC issue - October 1959

Effective communications - core of co-op success - April 1958

25 years of keeping co-op guideposts up-to-date - January 1952

Formulas for annual meetings - July 1953

A half century of co-op growth - January 1951

Reprints from News for Farmer Cooperatives
(No charge)

2. Directors drivewheel of cooperatives - Sections A and B
5. Membership publications tell co-op story
9. Ideas for making annual meetings effective
11. Public relations inevitable
23. Co-ops in other lands - Section B
52. Good management - key to co-op success
57. New ideas on public relations
69. Current look at co-op taxes

94. Co-ops have Federal income tax responsibilities
00. The work of Farmer Cooperative Service
03. Membership participation - what, how and why?
14. Following cooperative principles and law
15. Co-ops now rest on solid legal ground
23. Women and co-ops
28. Cooperative yardsticks
45. How farmers finance their cooperatives
49. Some reasons why farmer co-ops fail
50. Cooperatives and agricultural integration - Sections A, B, and C
152. Changing problems and techniques (in communications)
159. Rural credit unions - Section A
172. "It's our co-op" calling
179. Annual reports - perennial problems
194. Canadian cooperative pioneers integrated services to farmers
199. A world look at co-ops
200. When members talk ...
208. Mergers for stronger cooperatives
210. Progress--problems--potentials of Latin American co-ops
220. Credit unions in Fiji
228. IFCAI and the fishermen of Molfetta
230. Let's look at the Councils' record
231. 250 leaders map plans for co-op action at first inter-American cooperative congress
234. Co-ops and new AID policy
236. How cooperatives came to Puno and Pontianak

The following publications originally issued by the Farm Credit Administration are now distributed by the Farmer Cooperative Service

		G. P. O. PRICE
Bulletins		
28.	Accounting procedure for cooperative grain elevators	.25
39.	Cooperative creamery accounting	.35
56.	Operating costs of selected cooperative feed mills and distributors	.25
57.	Coordinating transportation improves marketing and purchasing for Minnesota cooperatives	.20
58.	Where and how much cash grain storage for Oklahoma farmers	.20
59.	Cooperative marketing of eggs and poultry in Ohio	.25
61.	Where and how much cash grain storage for North Dakota farmers	.20
62.	Cooperative marketing of potatoes in the United States	.25
65.	Decentralized marketing by Producers Livestock Cooperative Association, Columbus, Ohio	.35
66.	Factors affecting margins and costs in marketing Kansas grain, 1945-46 to 1948-49	.20
67.	Costs and margins of cooperative cotton gins, 1947-48 and 1948-49	.25
68.	Where and how much cash grain storage for Indiana farmers	.20
69.	Farm-to-plant milk hauling practices of dairy cooperatives	.20
71.	Operating costs of selected frozen food locker cooperatives	.20

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PRICE

Circulars "C"

C-115.	Organization structure of farmers' elevators	.10
C-126.	Cooperative manufacture and distribution of fertilizer by small regional dry-mix plants	.20
C-136.	Butter pricing by Iowa creameries	.15
C-138.	Citrus packing house costs in California	.10
C-140.	Patrons appraise cooperative relations	.20
C-142.	Food brokers appraise cooperative marketing practices	.10
C-144.	Grower attitudes toward marketing tobacco cooperatively	.15
C-148.	Operations of major regional purchasing cooperatives, 1941-1951	.15
C-149.	Standards for tank truck servicemen in west central States	.15
C-152.	Measuring the marketability of meat-type hogs	.15

Miscellaneous Reports (No charge)

93. Floor plans for small cooperative dairy plants
106. Preparing Federal annual returns for tax-exempt farmers' cooperatives
123. Cooperation for rural health
128. Working manual for cooperative cottonseed oil mill operators
143. Coordinating the marketing of Florida citrus fruit
147. Plans and operations of farm and small commercial poultry dressing plants
151. Marketing practices of cooperatives processing canned and frozen fruits and vegetables

156. Recent Federal income tax changes affecting cooperatives
159. Production and sales records for milk distributing cooperatives
168. Motortruck inventory of farmer cooperatives, March 31, 1951

Cooperation in General

Miscellaneous

Bulletins

Legal Phases of Farmer Cooperatives
By L. S. Hulbert - Revised by R. J. Mischler, 1957. Bulletin 10, 1957. 376 pp. (Not available free to high school students.)

Carries complete information on legal statutes and bibliography and other legal aspects of farmer cooperatives.

'armer Cooperatives in the United States
FCS Bulletin 1, 1955. 254 pp.

Gives the status in 1955 of all types of agricultural cooperatives in the United States and also some historical background. Of particular interest to those wanting a general picture of farmer cooperation. A major revision of FCS Bulletin 54, Agricultural Cooperation in the United States. (Not available free to high school students.)

Bulletin Reprint 1 - Poultry and Egg Cooperatives Vary Widely.
Bulletin Reprint 2 - Dairy Cooperatives Help Find Markets.
Bulletin Reprint 3 - Farmers Buy Supplies Cooperatively.
Bulletin Reprint 4 - Cooperatives Market Many Special Crops.
Bulletin Reprint 5 - Agricultural Cooperation - Pioneer to Modern.
Bulletin Reprint 6 - What Is a Co-op?

NOTE: This list is ordinarily revised about once a year. Therefore we have left some blank spaces at the end of subject sections. You can then insert brief notes on any new FCS publications you receive announcements of throughout the year if you want to keep this list up to date.

What is a Co-op?
Bulletin Reprint 6. 8 pp.

A reprint from FCS Bulletin 1, "Farmer Cooperation in the United States." This reprint goes into what a cooperative is, what its principles and practices are, and what types exist.

Agricultural Cooperation - Pioneer to Modern
Bulletin Reprint 5. 16 pp.

A reprint from FCS Bulletin 1, "Farmer Cooperation in the United States." Gives the history of cooperatives in the United States from early times to the present.

(Other bulletin reprints described under appropriate subject matter heads)

Circulars

Helping Farmers Build Cooperatives - The Evolution of Farmer Cooperative Service
By Martin A. Abrahamsen and Andrew W. McKay
Circular 31, 1962. 82 pp.

Highlights the history of the work of the U. S. Department of Agriculture with and for farmer cooperatives.

Three Principles of Agricultural Cooperation
By W. W. Fetrow
Educational Circular 13, revised 1958.

A discussion of certain underlying principles of the business set-up and operating methods of farmer cooperatives.

Sizing Up Your Cooperative
Educational Circular 11, 1956. 13 pp.

Outlines the principal factors which serve as co-op yardsticks.

The Story of Farmers' Cooperatives
Educational Circular 1, 1956. 30 pp.

A popular history of farmer cooperatives in this country.

General Reports

A Bibliography of Dissertations and Theses on Cooperatives, 1913-1957
By Wendell M. McMillan
General Report 42, 1958. 50 pp.

Lists unprinted doctoral dissertations and masters' theses on cooperatives on file in American colleges and universities and contains an index.

Research in Agricultural Cooperation - Problem Areas - Preliminary (Reprint of Misc. Report 176, 1953)
General Report 40, 1958. 53 pp.

Represents a broad consensus of needed research in agricultural cooperation. Its primary objective is to point out specific problems to research workers.

Information

How Farmer Cooperative Service Works
Information 26, 1962. 7 pp.

Explains briefly by text and illustrations how Farmer Cooperative Service does its research, advisory service, and educational work.

How the Work of F. C. S. With Farmer Cooperatives Contributes to the National Interest
Information 25, 1962. 9 pp.

Presents prize-winning essays prepared by three employees of the Farmer Cooperative Service on its contribution to the Nation.

Cooperatives in the American Private Enterprise System
Information 24, 1961. 8 pp.

Pictures the four types of businesses -- individually owned, partnership, corporation, and cooperative -- and tells what each contributes to the community.

Co-ops Have a Place in Rural Community Progress
Information 23, 1961. 4-fold.

Describes the contributions farmer cooperatives can make to a rural community and lists additional information available on organizing and improving cooperatives. (Slight revision of Rural Resource Leaflet 3)

State Statutes Authorizing Assistance to Farmer Cooperatives
By Raymond J. Mischler and John F. Donoghue
Information 22, 1961. 22 pp.

Cites and summarizes by States their statutes authorizing or requiring that various agencies provide aid and assistance to farmer cooperatives.

Farmer Co-op Publications - List of Magazines, Newspapers and Newsletters
Information 9, 1958. 98 pp.

Presents a list of membership and other publications issued by farmer cooperatives.

Popular Publications on Farmer Cooperatives
Information 7, revised 1960. 20 pp.

Lists the more general FCS publications on Farmer cooperatives. Includes three general types of publications -- those for teachers and cooperatives to use in educational work, those giving general information on farmer cooperatives, and those relating particularly to member and public relations work of these associations.

List of FCS Publications
Information 4, revised 1962. 109 pp.

Carries available publications by subject and by number and series.

Farmer Cooperative Films
Information 2, 1956. 35 pp.

Carries a list of motion pictures available from farmer cooperatives, and State and national organizations serving farmer cooperatives.

Other

Mergers for Stronger Cooperatives
By staff of Farmer Cooperative Service and the Office of the General Counsel, U. S. Department of Agriculture
Reprint 208, 1961. 24 pp.

Contains a series of articles from the April and May 1961 News for Farmer Cooperatives on problems and possibilities of mergers.

Some Reasons Why Farmer Co-ops Fail
Reprint 149, 1958. 12 pp.

Contains several articles from the NEWS FOR FARMER COOPERATIVES on reasons for cooperative failures and ways to avoid such failures.

Cooperative Yardsticks
By Helim H. Hulbert
Reprint 128, 1956. 8 pp.

Contains several articles from the NEWS FOR FARMER COOPERATIVES that discuss farmer cooperative measuring standards, business principles, personnel, and financing.

The Work of Farmer Cooperative Service
By Joseph G. Knapp
Reprint 100, 1955. 12 pp.

Explains what the Farmer Cooperative Service is, what it is expected to do, and how it carries out its job.

Bibliography on Cooperation in Agriculture
Supplement 1, U.S.D.A. Library List 41, 1954. 21 pp.

This list covers the references on agricultural cooperatives from 1946 through 1953 as a supplement to U. S. Department of Agriculture Library List 41 which is out of print.

Economic Integration

General Reports

Integrated Feed Operations Through Farmer Cooperatives, 1959
By Anne L. Gessner
General Report 100, 1962. 56 pp.

Determines the type and extent of integrated feed services provided farmers by their cooperatives in 1959 and measures progress of such services through discussion of facilities owned or operated by cooperatives, quantities of products they manufactured and distributed, and services they performed at the primary levels of operation.

Fresh Fruit and Vegetable Marketing Organizations in Northeastern and Central States
By Martin A. Blum
General Report 84, 1960. 63 pp.

Shows how 31 selected grower owned and controlled marketing organizations near large urban areas solved marketing problems of producers.

La Coopérative Fédérée De Québec - Integrated and Multipurpose Operations
By L. B. Mann
General Report 80, 1960. 24 pp.

Case study shows how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices. marketing methods, and contractual arrangements.

Pendleton Grain Growers ... An Integrated Cooperative
By Beryle Stanton
General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Integrated Dairy Operations Through Farmer Cooperatives
By Anne L. Gessner
General Report 69, 1959. 39 pp.

Describes the types and extent of integrated dairy operations provided for farmers by their cooperatives.

Integrated Operations ... Hamilton Farm Bureau Cooperative
By Martin A. Abrahamsen
General Report 61, 1959. 22 pp.

Case study on the integration process as it has been developed by a local association. Discusses the impacts of integration on production practices and marketing methods that local cooperatives must recognize and deal with if they are to serve members effectively.

Integrated Petroleum Operations Through Farmer Cooperatives, 1950 and 1957
By Anne L. Gessner and J. Warren Mather
General Report 58, 1959. 18 pp.

Discusses the principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.

United Cooperative Farmers, Inc. - A Study in Economic Integration

By John M. Bailey and Russell C. Engberg
General Report 45, 1958. 13 pp.

Shows the success of United Cooperative Farmers in integrating its operations by adhering to fundamental principles.

Integrated and Related Operations Central Carolina Farmers Exchange

By Martin A. Abrahamsen and Russell C. Engberg
General Report 44, 1958. 31 pp.

Includes a brief description of kinds of integration and covers the agricultural environment and highlights in operations of CCFE. Considers nature and extent of integrated farm enterprises, contractual arrangements used, and appraises future possibilities for and impacts of integration.

Other

Cooperatives and Agricultural Integration - Sections A, B, and C.

By staff of FCS and others in the cooperative field.
Reprint 150, 1958 to 1959. 12 pages each.

Series of articles appearing in the NEWS FOR FARMER COOPERATIVES on the impact of agricultural integration on farmers and their cooperatives. It also includes articles on how some co-ops have integrated operations.

Financing

Educational Circular

Financing Farmer Cooperatives
Educational Circular 5, revised 1957

Highlights ways farmer cooperatives obtain their capital and makes suggestions for sound operations.

General Reports

Revolving Fund Method of Financing Farmer Cooperatives
By Helim H. Hulbert, Nelda Griffin, and Kelsey B. Gardner
General Report 41, 1958. 60 pp.

Explains the revolving fund method of financing and the use farmer cooperatives are making of it, based on a study of 1,157 marketing and farm supply cooperatives.

Methods of Financing Farmer Cooperatives
By Helim H. Hulbert, Nelda Griffin, and Kelsey B. Gardner
General Report 32, 1958. 56 pp.

Presents results of a survey of nearly 1,200 farmer cooperatives on how they finance their operations. Also gives some national estimates projected from this survey.

Farmers' Equities in Their Marketing and Farm Supply Cooperatives, 1954

By Nelda Griffin, Helim H. Hulbert, and Kelsey B. Gardner

General Report 27, 1956. 6 pp.

Shows farmers had over $1.8 billion invested in their marketing and farm supply co-ops in 1954, compared to $1.3 billion in 1950. Also discusses the changes in equity capital by the type of association.

Other

What About Cooperative Financing?

News for Farmer Cooperatives, April 1959. 20 pp.

This special issue of the magazine highlights challenges confronting farmers in financing cooperatives -- covers broad problems and general practices and then gives some specific examples of new methods.

How Farmers Finance Their Cooperatives

Reprint 145, 1958. 8 pp.

Includes four articles from the NEWS FOR FARMER COOPERATIVES, highlighting some of the findings on financing methods and accompanying problems of farmer cooperatives.

History and Statistics

General Reports

Statistics of Farmer Cooperatives, 1959-60
By Anne L. Gessner
General Report 103, 1962. 84 pp.

Gives number, volume of business, and memberships of marketing, farm supply, and service cooperatives of farmers in the United States. Also breaks down the information by States and types of commodities handled.

Statistics of Farmer Cooperatives, 1958-59
By Anne L. Gessner
General Report 93, 1961. 100 pp.

Gives number, volume of business, and memberships of marketing, farm supply, and service cooperatives of farmers in the United States. Also breaks down the information by States and types of commodities handled.

Organizing

Circular

Organizing a Farmer Cooperative
Circular 18, revised 1956. 39 pp.

Discusses steps to be taken in organizing a farmer cooperative, including sample forms to be used at various stages.

Educational Circular

Forming Farmer Cooperatives
Educational Circular 10, revised 1956. 12 pp.

For interested producers, technical advisers, teachers, and students of agricultural cooperation.

Taxation

General Report

Recent Federal Income Tax Changes Affecting Farmer Cooperatives
By George J. Waas
General Report 1, 1954. 18 pp.

Explains amendments of May 29, 1953, to Internal Revenue Service regulations and takes place of Supplement No. 2 to Miscellaneous Report 156.

Other

Recent Federal Income Tax Changes Affecting Cooperatives
By George J. Waas
Miscellaneous Report 156, 1951. 14 pp.

Explains changes in Federal income tax laws and regulations, with Supplement 1.

Preparing Federal Annual Returns for Tax-Exempt Farmers' Cooperatives
Miscellaneous Report 106, 1947. 34 pp.

Reprints - News for Farmer Cooperatives
69 - Current Look at Co-op Taxes
94 - Co-ops Have Federal Income Tax Responsibilities
114 - Following Cooperative Principles and Law
115 - Co-ops Now Rest on Solid Legal Ground

News for Farmer Cooperatives

Cooperatives -- A Vital Agricultural Resource
News for Farmer Cooperatives, January 1962. 36 pp.

Explains why cooperatives are vital agricultural resources and, through a number of examples, illustrates how farmers use cooperatives to manage their off-farm business.

Action Needed for Co-op Advance
News for Farmer Cooperatives, November 1961. 32 pp.

Explores frontiers of the mind, of human relations, and of perspective -- as well as the physical frontiers of cooperatives' operations, as revealed at the 33rd annual meeting of the American Institute of Cooperation.

Dynamic Cooperatives for Today's Farmer
News for Farmer Cooperatives, January 1961. 36 pp.

Pictures the farm and economic environment at the time and tells briefly how farmers were building more vigorous cooperatives during the agricultural revolution.

Sound Concepts and Future Designs Stressed at AIC Sessions
News for Farmer Cooperatives, November 1960. 32 pp.

Gives a summary account of the 32nd annual meeting of the American Institute of Cooperation by highlighting points from talks of farm business leaders and outstanding youth leaders from all over the country.

Farmers and their Cooperatives Look to the Sixties
News for Farmer Cooperatives, January 1960. 32 pp.

Presents articles on where cooperatives are today and takes a long look into the next decade ... considering problems and potentials.

Gearing Cooperatives to Serve Modern Agriculture - AIC Issue
News for Farmer Cooperatives, October 1959. 28 pp.

Highlights the hundreds of talks and events that took place during the 31st annual meeting of the American Institute of Cooperation.

What About Cooperative Financing?
News for Farmer Cooperatives, April 1959. 20 pp.

This special issue of the magazine highlights challenges confronting farmers in financing cooperatives -- covers broad problems and general practices and then gives some specific examples of new methods.

Effective Communications - Core of Co-op Success
News for Farmer Cooperatives, April 1958. 28 pp.

Briefly covers 25-year history of publishing the NEWS, lays the framework for the communications theme of the 25th anniversary year of the NEWS. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.

25 Years of Keeping Co-op Guideposts Up-To-Date
News for Farmer Cooperatives, January 1952. 16 pp.

Discusses the services and research of the Cooperative Research and Service Division, now the Farmer Cooperative Service.

Half Century of Co-op Growth, A
News for Farmer Cooperatives, January 1951. 28pp.

Reviews the progress made by farmer cooperatives in the first 50 years of the 20th century.

Indexes - News for Farmer Cooperatives
Volumes 8-16. April 1941-March 1950. 34 pp.
Volumes 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, and 27-28.

Indexes of articles in NEWS FOR FARMER COOPERATIVES. Of interest to persons having permanent files of this periodical.

Management Services

Member and Public Relations

Communications

General Reports

Exploring Communication Processes in a Farmer Cooperative -- A Case Study
By James H. Copp and Irwin W. Rust
General Report 97, 1961. 32 pp.

Discusses four elements of the communications network within the cooperative and makes specific recommendations for improvement.

How do Members use a Co-op Paper?
By Job K. Savage
General Report 30, 1957. 48 pp.

Presents the results of a survey on effectiveness of a cooperative membership publication as determined by readership and its impact on patrons.

Information

Making your Membership Publication do the Job(Reprint with slight revision of Miscellaneous Report 174, Farm Credit Administration, August 1953)
Information 13, 1960. 8 pp.

Contains suggestions designed to help smaller cooperatives prepare inexpensive membership publications or newsletters.

Other

When Members Talk . . .
By Oscar R. LeBeau and J. C. Eiland
Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 NEWS FOR FARMER COOPERATIVES)

Annual Reports - Perennial Problems
Reprint 179, 1959. 15 pp.

Six reprints of articles from the NEWS FOR FARMER COOPERATIVES by the staff and others on the problems of producing an effective annual report.

Changing Problems and Techniques (In Communications)
Reprint 152, 1958. 4 pp.

Reprint of a story appearing in the April 1958 NEWS FOR FARMER COOPERATIVES.

Effective Communications - Core of Co-op Success
News for Farmer Cooperatives, April 1958. 28 pp.

Briefly covers 25-year history of publishing the NEWS, lays the framework for the communications theme of the 25th anniversary year of the NEWS. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.

Membership Publications Tell Co-op Story
Reprint 5, 1951. 20 pp.

Reprints of a number of articles taken from NEWS FOR FARMER COOPERATIVES on the subject of membership relations.

General Reports

Employee Incentive Plans of Farmer Cooperatives -- Case Studies
By Nelda Griffin
General Report 104, 1962.

Describes in detail the employee incentive programs of five farmer cooperatives. Includes actual plans in use, incentive payment plans, retirement plans, group insurance, and other fringe benefits.

Director Committees of Farmer Cooperatives
By Nelda Griffin, Helim H. Hulbert, and David Volkin.
General Report 85, 1960. 25 pp.

Describes standing and special board committees; duties, responsibilities, authority, and size of committees; and committee meetings. Also evaluates special board committees.

Directors of Regional Farmer Cooperatives -- Selection, Duties, Qualifications, Performance
By David Volkin, Nelda Griffin, and Helim H. Hulbert
General Report 83, 1960. 40 pp.

Describes directors' duties and responsibilities; discusses their experience, training, and compensation; and compares managers' and directors' performance ratings of the boards. Based on questionnaire completed by managers and a sample of directors of 112 regional cooperatives.

Bylaw Provisions for Selecting Directors of Major Regional Farmer Cooperatives
By Helim H. Hulbert, David Volkin, and Nelda Griffin
General Report 78, 1960. 40 pp.

Describes and also gives some examples of bylaw provisions used by 107 different cooperatives on the selection, qualification, and election of directors.

Number of Full-Time Employees of Farmer Cooperatives
By Nelda Griffin
General Report 73, 1960. 21 pp.

Presents 1957 national estimates of full-time employees in 9,827 farmer marketing, farm supply, and related service cooperatives in the United States.

Management Training Among Farmer Cooperatives
By David Volkin and Nelda Griffin
General Report 65, 1959. 92 pp.

An inventory and appraisal of training programs of marketing and farm supply cooperatives in the United States. Shows types of training, types of officials receiving training, agencies sponsoring training, areas of training received and needed, and sources of training material.

Employee Incentive Plans in Farmer Cooperatives, 1957
By Nelda Griffin
General Report 62, 1959. 40 pp.

Provides information based on returns from 4,500 farmer cooperatives on types of employee incentive plans used, types and number of cooperatives using these plans, what employees are covered, and types of plans discontinued.

Selecting and Electing Directors of Farmer Cooperatives
By Nelda Griffin, H. N. Weigandt, K. B. Gardner
General Report 14, 1955. 33 pp.

Gives results of a survey of farmer cooperatives on methods of selecting nominees for membership of boards of directors, election of directors, term of office, size of board, frequency of meetings, and compensation of directors.

Employee Incentive Plans in Industry
By Nelda Griffin
General Report 12, 1955. 42 pp.

Summarizes information available on incentive payment plans in various kinds of businesses outside cooperative field.

Information

Providing Equitable Treatment for Large and Small Members
By Irwin W. Rust
Information 21, 1961. 15 pp.

Reviews comments by cooperative leaders on the best way to provide equitable treatment to members and includes some recommendations for cooperative management.

Other

Good Management -- Key to Co-op Success
Reprint 52, 1953. 24 pp.

Includes several articles reprinted from the NEWS FOR FARMER COOPERATIVES dealing with the importance of good management.

Directors Drivewheel of Cooperatives
Reprint 2, Section A, 1951. 28 pp.

Brings together in one place a number of articles published in recent years in NEWS FOR FARMER COOPERATIVES on jobs, duties, and problems of directors.

Reprint 2, Section B. 1957. 19 pp.

Carries more recent articles appearing in the NEWS FOR FARMER COOPERATIVES describing the jobs, duties, and problems of a director.

Meetings

Circular

Making the Most of Your Co-op Annual Meeting
By Oscar R. Lebeau and French M. Hyre
Circular 22, 1957.

Suggests ways for getting attendance and holding more effective meetings.

Information

"Mr. Chairman --"
Information 6, 1957. 12 pp.

Reprint from the NEWS FOR FARMER COOPERATIVES on parliamentary law, order of business, and what constitutes a quorum at a meeting.

Other

Formulas for Annual Meetings
News for Farmer Cooperatives, July 1953. 16 pp.

Several farmer cooperatives provided these articles for the NEWS FOR FARMER COOPERATIVES on how to conduct effective meetings.

Ideas for Making Annual Meetings Effective
Reprint 9, 1951. 20 pp.

Contains reprints of articles from NEWS FOR FARMER COOPERATIVES on how to improve annual meetings.

Member Participation

Circular

How Women Help their Farmer Co-ops
By John H. Heckman and Oscar R. LeBeau
Circular 15, 1957. 43 pp.

Describes in some detail how five cooperatives run effective programs for women in their cooperatives. Also offers a general review of women's programs among cooperatives.

General Report

Membership Practices of Local Cooperatives
By Oscar R. LeBeau
General Report 81, 1960. 26 pp.

Discusses a variety of devices and practices that local farm supply and market cooperatives find useful in maintaining good member relations. Based primarily on information supplied by 331 representative cooperatives.

Suggested Steps for Improved Member Relations
By Oscar R. LeBeau
Information 12, 1960. 4 pp.

Reprint of an article from the NEWS FOR FARMER COOPERATIVES on 15 ways to improve member relations in farmer cooperatives.

Other

When Members Talk ...
By Oscar R. LeBeau and J. C. Eiland
Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 NEWS FOR FARMER COOPERATIVES)

Women and Co-ops
Reprint 123, 1956. 16 pp.

A collection of articles from the NEWS FOR FARMER COOPERATIVES describing how women in various sections of the country aid their farmer cooperatives.

Member Participation ... What, How and Why?
Reprint 103, 1955. 8 pp.

Includes three articles from the NEWS FOR FARMER COOPERATIVES entitled "What Does Participation Mean?", "How Can We Get More Member Participation?", and "What Makes a Satisfied Co-op Member?"

Circular

Patrons Appraise Cooperative Relations
By Oscar R. LeBeau
Circular C-140, 1951. 46 pp.

Gives results of a case study of one cooperative on effective ways to maintain good relations with members and the public.

General Report

The Work of State Cooperative Councils
By John H. Heckman and Jane L. Scearce
General Report 26, 1956. 75 pp.

Discusses growth of the State Councils and some of their achievements.

Information

Planned Public Relations -- In Modern Cooperative Business
By Martin A. Abrahamsen
Information 10, 1959. 28 pp.

Discusses the framework for public relations among farmer cooperatives. Examines basic fundamentals of public relations and the various publics cooperatives deal with.

Farmer Cooperatives and the Community
By John H. Heckman
Information 8, 1958. 12 pp.

Gives some general ideas on how farmer cooperatives can present a fair and positive picture of their operations to the general public, outlining in broad terms some of the situations cooperatives face and what they may do about them, pinpointing attitudes of some groups in the community and then highlighting ways to work with these groups.

Other

Let's Look at the Councils' Record
Reprint 230, 1962. 12 pp.

Highlights the 1961 activities of 21 State Cooperative Councils in 20 States as seen by an officer in each of these councils.

New Ideas on Public Relations
Reprint 57, 1953. 20 pp.

Furnishes more recent articles on education and public relations activities, picked up from the NEWS FOR FARMER COOPERATIVES to supplement Reprint 11.

Public Relations Inevitable
Reprint 11, 1951. 32 pp.

This 32-page reprint contains many articles published in NEWS FOR FARMER COOPERATIVES in recent years on education and public relations vital to cooperative operation.

Youth

Circular

Cooperative Business Training for Farm Youth
By Oscar R. LeBeau and John H. Heckman
Circular 1, 1953. 54 pp.

Sets forth general ways in which local cooperatives and youth leaders can help to provide training in farmer cooperatives for rural youth.

Education Circulars - Aids

Using a Local Cooperative as Source Material for Teaching
Educational Circular 14, revised 1958

For county agents, vocational agriculture teachers, and others giving instruction in farmer cooperatives.

Farmer Cooperatives in our Community
By A. W. McKay
Educational Circular 12, 1956. 40 pp.

An outline for classes and discussion groups describing the way farmer cooperatives have developed in a typical rural community.

The American Private Enterprise System
By Oscar R. LeBeau
Educational Aid 5, 1962. 18 pp.

Contains an illustrated talk on the American private enterprise system, and shows how the American business system works and its relationship to other activities in the community.

Future Farmers and Co-ops
Educational Aid 4, 1957. Reprinted from NEWS FOR FARMER COOPERATIVES. 50 pp.

These articles describe youth activities in cooperation sponsored by cooperatives, 4-H clubs, vocational agriculture classes, and others.

Better Living
Educational Aid 3, 1955. 30 pp.

Circular adapted from a series of colored slides and suggested lecture notes in cooperation with Pennsylvania Association of Farmer Cooperatives and the American Institute of Cooperation to explain to FFA members the place of farmer cooperatives in our American free enterprise system.

4-H Clubs and Cooperatives
Educational Aid 2, 1955. 16 pp.

Reprint of articles appearing in NEWS FOR FARMER COOPERATIVES on 4-H clubs and their cooperative activities.

Farmer Cooperation . . . An American Way
Educational Aids 1-A, 1-B, 1-C, 1-D, 1-F, and 1-G, 1955 and 1956, 4 to 11 pp. each

Give suggested demonstrations and illustrated lectures for use by leaders of 4-H clubs and young men and women's groups.

Information

School-Related Activities of Farmer Cooperatives
By Oscar R. LeBeau
Information 17, 1961. 8 pp.

Develops points concerning the value of cooperative educational activities; summarizes briefly pertinent research findings; and tells about some recent developments in school-related activities of farmer cooperatives.

Cooperatives in Other Countries

Circular

A Look at Agricultural Cooperatives in India
By Martin A. Abrahamsen
Circular 28, 1961. 43 pp.

A first-hand observation of operations of agricultural cooperatives in India.

General Report

La Coopérative Fédérée De Québec -- Integrated and Multipurpose Operations
By L. B. Mann
General Report 80, 1960. 24 pp.

Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.

Agricultural Cooperation in Western Europe
By John H. Heckman and Anna E. Wheeler
General Report 4.

Section A - The Benelux Countries, 1954. 60 pp.

First in a series of reports on cooperatives in Western Europe, Section A covers information on agricultural cooperatives in Belgium, the Netherlands, and Luxembourg.

Section B - England, France, Italy, and Switzerland, 1955. 125 pp.

Second in a series of reports on cooperatives in Western Europe, Section B gives information on agricultural cooperation in England, France, Italy, and Switzerland.

Other

Agricultural Trade with the Cooperatives of Japan
By John H. Heckman
FAR-105, 1957. 12 pp.

Surveys agricultural cooperatives in foreign countries as outlets for United States agricultural products, especially those in surplus supply. In many countries, the cooperatives are among the leading buyers of agricultural products from this country.

How Cooperatives Came to Puno and Pontianak
By Irwin W. Rust
Reprint 236, 1962. 4 pp.

Outlines two examples of cooperative success in widely separated parts of the world and shows how the right kind of leadership, combined with hard work by the people themselves, can accomplish good results with a small amount of capital.

Co-ops and New AID Policy
Reprint 234, 1962. 4 pp.

Highlights policy actions of the Agency for International Development to encourage cooperatives in countries abroad.

250 Leaders Map Plans for Co-op Action at First Inter-American Cooperative Congress
By Beryle Stanton
Reprint 231, 1962. 4 pp.

Reports on results of, and recommendations from, this conference held at Bogota, Colombia, in November 1961.

IFCAI and the Fishermen of Molfetta
By Mildred Haun
Reprint 228. 4 pp.

Tells how the Financial Institute of America and Italian Cooperatives helped people in Italy set up cooperatives and describes other assistance of IFCAI.

Credit Unions in Fiji
Reprint 220, 1961. 2 pp.

Tells how credit unions have been used to help raise living standards in the Fiji Islands.

Progress -- Problems -- Potentials of Latin American Co-ops
By Fernando Chaves
Reprint 210, 1961. 4 pp.

Discusses progress of these co-ops and their problems that as a general rule reflect the economic and social structures prevailing in the countries involved.

A World Look at Co-ops
By Margaret Digby
Reprint 199, 1960. 2 pp.

Reviews briefly the scope and variety of cooperative development in the world.

Canadian Cooperative Pioneers Integrated Services to Farmers
By L. B. Mann
Reprint 194, 1960. 2 pp.

Describes how La Coopérative Fédérée de Québec, Montreal, Canada, is meeting its problems and challenges.

"It's Our Co-op" Calling
By Carl R. Hutchinson
Reprint 172, 1959. 3 pp.

Tells about the thriving and fast-spreading self-help program in Japan of a telephone cooperative with a public address system. Also discusses development of co-ops in that country.

Co-ops in Other Lands
Reprint 23, Section B, 1958. 40 pp.

A series of articles appearing in NEWS FOR FARMER COOPERATIVES on cooperatives in other lands.

Transportation

Bulletin

Coordinating Transportation Improves Marketing and Purchasing for Minnesota Cooperatives
By Robert J. Byrne
Bulletin 57, 1960. 64 pp.

Shows how a coordinated transportation set-up among Minnesota cooperatives gives them better and more economical service for their marketing and purchasing.

General Reports

Transportation and Handling of Seed by Regional Cooperatives in the Southeast
By Charlie B. Robbins
General Report 101, 1962. 36 pp.

A study of the seed operations of 7 regional wholesale cooperatives serving 13 southeastern States with suggestions for improving transportation, handling, and warehousing.

Piggyback Transportation for Pacific Northwest Cooperatives
By William C. Bowser, Jr.
General Report 86, 1960. 32 pp.

Explores use of piggyback transportation of cooperatively-owned and operated motortrucks on railroad flatcars. Also compares charges and costs to shippers under two piggyback plans.

Cooperative Fertilizer Transportation in the North Central States
By Claude L. Scroggs and Robert J. Byrne
General Report 7, 1954. 23 pp.

Graphically presents transportation costs and other data to help farmers develop a more efficient cooperative fertilizer distribution service in the area.

Information

Safety-Checking Livestock Handling Facilities
Information 28, 1962. 15 pp.

Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.

Motortruck Leasing by Farmer Cooperatives
By William C. Bowser, Jr.
Information 14, 1961. 16 pp.

Answers requests from farmer cooperatives for information concerning the various aspects of leasing versus the outright purchase of motortrucks.

Marketing Research Reports

Losses from Handling Sheep and Lambs
By Joseph E. Rickenbacker
Marketing Research Report 544, 1962. 28 pp.

Shows how many handling facilities and practices in the livestock industry cause damage to sheep and lambs or their death, and suggests ways to eliminate or reduce losses.

Loss and Damage in Handling and Transporting Hogs
By Joseph E. Rickenbacker
Marketing Research Report 447, 1961. 28 pp.

Provides information on factors affecting losses such as length-of-haul, weather, type of carrier, and certain handling conditions and practices.

Handling Conditions and Practices Causing Bruises in Cattle
By Joseph E. Rickenbacker
Marketing Research Report 346, 1959. 52 pp.

Appraises one of the major problems of the livestock and meat industry. Analyzes bruise tests, bruise losses, causes of bruises, and some implications of the survey.

Interstate Trucking of Frozen Fruits and Vegetables Under Agricultural Exemption
By James R. Snitzler and Robert J. Byrne
Marketing Research Report 316, 1959. 88 pp.

Discusses volume of shipments, market analysis, processors' opinions on use of rail and truck transportation, rail and truck freight rates, and motor carrier cargo insurance and equipment.

Causes of Losses in Trucking Livestock
By Joseph E. Rickenbacker
Marketing Research Report 261, 1958. 21 pp.

Covers in some detail the results of observations of "loss-associated" conditions -- overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, end gates with open angle irons and certain handling abuses, which are some of the major reasons of livestock losses in transit.

Losses of Livestock in Transit in Midwestern and Western States

By Joseph E. Rickenbacker

Marketing Research Report 247, 1958. 40 pp.

Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.

Interstate Trucking of Fresh and Frozen Poultry Under Agricultural Exemption

By James R. Snitzler and Robert J. Byrne

Marketing Research Report 224, 1958. 88 pp.

Discusses volume of shipments, market analysis, processors' opinions on use of truck transportation, motor carrier freight rates, and motor carrier cargo insurance and equipment.

Transportation of Rice in the South -- An Economic Survey

By Ezekiel Limmer and Robert J. Byrne

Marketing Research Report 140, 1956. 51 pp.

Furnishes information about rice transportation useful to the rice industry, the various carriers, and the general public.

Other

Motortruck Inventory of Farmer Cooperatives, March 31, 1951

By Robert J. Byrne and Leonard N. Conyers

Miscellaneous Report 168, 1952. 20 pp.

Gives results of a survey on the number, types, and distribution of motortrucks owned or leased by farmer marketing and purchasing cooperatives.

Cooperative Marketing

Cotton and Cottonseed

Bulletins

Using Gin Machinery More Effectively
By Otis T. Weaver and Daniel H. McVey
FCS Bulletin 7, 1955. 36 pp.

Analyzes relative efficiency of various methods of gin operations and gives major causes of lost time, volume, and revenue during peak ginning season for 23 Texas gins.

Costs and Margins of Cooperative Cotton Gins, 1947-48 and 1948-49
By Otis T. Weaver and Ward W. Fetrow
Bulletin 67, 1951. 87 pp.

Analyzes factors affecting costs and margins of 200 cooperative cotton gins in 8 cotton areas representing 89 cotton producing counties in 7 States from Alabama to California.

Circulars

Crushing Cottonseed Cooperatively
By Elmer J. Perdue
Circular 30, 1962. 23 pp.

Discusses important facts about the basis for organization, organizational structure, and operating policies and practices of cooperative cottonseed oil mills. Brings up to date FCS Circular C-114, originally published in 1939.

SWIG - Southwestern Irrigated Cotton Growers Association, El Paso, Texas
By Otis T. Weaver
Circular 29, 1962. 65 pp.

Describes the early 1960 setup and operations of this association, and then reviews important events in its history.

Educational Circular

Using Your Co-op Cotton Gin
Educational Circular 15, 1959. 18 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

General Reports

Farm Supply Operations of Cooperative Gins and Elevators in Texas
By John M. Bailey
General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas -- 18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

Effect of Grades and Weights on Cottonseed Margins of Cooperative Gins
By William C. Bowser, Jr.
General Report 55, 1959. 27 pp.

Shows how grading and weighing cottonseed by oil mills can affect the price the ginner receives for the seed. Also discusses grades, weights, and margins and compares practices in parts of Texas, Oklahoma, Arkansas, and Alabama.

Processing and Marketing Cottonseed Cooperatively
By W. W. Fetrow, Daniel H. McVey, and Jane L. Scearce
General Report 21, 1956. 76 pp.

Gives in some detail information on the organization, services, operating methods, and policies of cooperative cottonseed oil mills.

Marketing Research Reports

Power Expenses of Cotton Gins -- By Types of Power -- Arkansas, Oklahoma, Texas
By John D. Campbell
Marketing Research Report 520, 1962. 47 pp.

Compares expenses from equal amounts of gin power from different types and sources, and provides information on choosing the most economical source of gin power.

Effects of Electric Rates on Power Expenses of Cotton Gins (Arkansas, Oklahoma, and Texas)
By John D. Campbell
Marketing Research Report 470, 1961. 32 pp.

Presents the effects of rate schedules on the cost of electricity to cotton gins; explains how power companies measure electricity and the terms they use; and compares costs to gins under 32 rate schedules.

Controlling Protein Level of Meal Production at Cottonseed Oil Mills
By Elmer J. Perdue and J. Dale Peier
Marketing Research Report 437, 1960. 11 pp.

Compares the press control and the meal room control methods as they relate to maintaining uniformity of meal production.

Baling Cotton at Gins - Practices and Costs, Flat - Standard - High Density Bales

By John D. Campbell and R. C. Soxman

Marketing Research Report 386, 1960. 48 pp.

Reports on the performance and cost of flat, standard density, and high density cotton gin bale presses and bales. Prepared jointly by Agriculture Marketing Service and Farmer Cooperative Service.

Other

Working Manual for Cooperative Cottonseed Oil Mill Operators

By Daniel H. McVey and Jane L. Scearce

Miscellaneous Report 128, 1949. 48 pp.

Manual for managers, directors, and other officials of cooperative cottonseed oil mills. Gives information on yield, production, seasonal marketing, crushings consumption, and quantity and prices for cottonseed products. Also gives similar information on fats and oils and general economic situation.

Dairy Products

Bulletins

Criteria for Evaluating Dairy Cooperatives
By Stanley F. Krause and Joseph M. Cowden
FCS Bulletin 14, 1962.

Provides a set of criteria designed for use in appraising dairy cooperatives to determine if they meet acceptable standards as cooperatives and will continue to do so. Includes basic legal provisions and discussion of principles and characteristics of farmer cooperatives.

Seasonal Milk Pricing Plans
By Stanley F. Krause
FCS Bulletin 12, 1958.

Describes plans used to even out deliveries -- base-excess plans, fall premium plans, seasonal variations in class prices, and seasonal incentive of other price provisions.

Meeting Seasonal Problem of Dairy Cooperatives Through Education
By Stanley F. Krause
FCS Bulletin 9, 1956. 42 pp.

Discusses the educational approach to the problem of leveling out seasonally the volume of milk delivered from farms. Useful in suggesting ideas for effective methods of informing members.

Pricing Milk According to Use
By Stanley F. Krause
FCS Bulletin 6, 1955. 50 pp.

Discusses objectives of class pricing, bases for grouping products, and number of classes necessary. Also reviews some marketing problems and special implications of class pricing for cooperatives.

Developing Butterfat Sampling and Testing Programs
By Homer J. Preston
FCS Bulletin 5, 1954. 52 pp.

Describes variation in butterfat tests of individual producers to help cooperatives select the best sampling program at a minimum cost.

Dairy Cooperatives Help Find Markets
By Donald E. Hirsch
FCS Bulletin Reprint 2, 1956. 14 pp.

A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives history, current status, and trends among dairy cooperatives.

Farm-To-Plant Milk Hauling Practices of Dairy Cooperatives
By Joseph M. Cowden
Bulletin 69, 1952. 63 pp.

Discusses milk hauling practices of a selected group of cooperatives.

Cooperative Creamery Accounting
By D. D. Brubaker
Bulletin 39, 1939. 99 pp.

Description of accounting problems and procedures, both financial and product, during organization and operation of local cooperative creameries. Suggested forms and sample entries illustrate the procedure for each operation, including the preparation of summary statements and annual reports.

Circulars

How Manufacturing Co-ops Market Grade A Milk
By Donald R. Davidson
Circular 26, 1960.

Surveys 124 dairy manufacturing cooperatives in Minnesota, Wisconsin, and Iowa marketing fluid milk, and shows the advantages and disadvantages of adding a Grade A operation. Includes detailed analyses of three selected concerns.

Vending Milk in Small Containers, by Cooperatives and Others
By Hughes H. Spurlock and Donald E. Hirsch
Circular 20, 1957. 31 pp.

Tells of the experiences of nearly 200 operators vending milk indoors in small containers. Indicates there are no infallible tests to determine whether a cooperative should engage in milk vending.

Comparing Bulk and Can Milk Hauling Costs
By Joseph M. Cowden
Circular 14, 1956. 13 pp.

Reports results of cost comparisons between can and bulk milk hauling operations of two midwestern cooperatives. Also estimates significance to producers of potential cuts in hauling costs.

Selecting a Program for Butterfat Sampling
By Homer J. Preston
Circular 11, 1956. 18 pp.

Condenses conclusions derived from a more detailed study on butterfat sampling and testing programs and is pointed to the less technical audience.

Progress in Farm-To-Plant Bulk Milk Handling
By Noel Stocker
Circular 8, 1954. 53 pp.

Reports on extent, location, and practices of dairy firms -- cooperatives and others -- in adopting bulk milk handling.

Fall Premium Milk Pricing Plans
By Norris T. Pritchard
Circular 4, 1952. 39 pp.

Describes fall premium plans for pricing milk, evaluates these plans, and gives basic preliminary problems in designing fall premium plans.

Butter Pricing by Iowa Creameries
By A. G. Mathis and Donald E. Hirsch
Circular C-136, 1950. 38 pp.

Gives methods of pricing butter by more than 70 creameries in Iowa and outlines factors involved in determining prices paid by individual creameries.

General Reports

Multiquart Containers - Their Effect on Milk Packaging and Handling Costs in Selected Cooperatives
By William J. Monroe
General Report 90, 1961. 42 pp.

Analyzes the costs and some of the problems associated with both glass and paper multiquart containers.

Milk Receiving Costs During Shift From Can to Bulk
By James B. Roof
General Report 77, 1960. 27 pp.

Analyzes the receiving costs of 10 milk receiving plants in the Chicago milkshed. Compares these costs before, during, and after conversion to bulk methods, shows the costs of changing from can to bulk, and isolates the factors associated with these changes.

Integrated Dairy Operations Through Farmer Cooperatives
By Anne L. Gessner
General Report 69, 1959. 39 pp.

Describes the types and extent of integrated dairy operations provided for farmers by their cooperatives.

Grade A Milk Marketing by Manufacturing Co-ops
By Donald R. Davidson
General Report 56, 1959. 46 pp.

Gives results from a study of 81 manufacturing cooperatives in Minnesota, Wisconsin, and Iowa that are handling Grade A milk. Examines their size, location, and other major factors that determine the kind and number of Grade A marketing functions a cooperative can perform.

Multiquart Containers -- Their Significance in Dairy Cooperatives
By William J. Monroe
General Report 54, 1959. 16 pp.

A study of the practices and problems of 187 dairy cooperatives handling multiquart containers. Examines the characteristics of these associations, the increasing significance of multiquart containers, and the influences of these containers on various phases of milk operations, including distribution problems, costs, sales, practices, volume, and methods of competing.

Bulk Milk Handling in 1955
By Joseph M. Cowden
General Report 22, 1956. 38 pp.

Summarizes the extent and nature of the adoption of bulk methods of farm-to-plant transportation of milk.

Estimating the "Market Value" of a Milk Distributing Business
By Donald E. Hirsch
General Report 3, 1954. 36 pp.

Provides management of small cooperatives with market value information to assist them in selling or buying milk distributing businesses.

Other

Production and Sales Records for Milk Distributing Cooperatives
By Donald M. Swartz
Miscellaneous Report 159, 1952. 49 pp.

Presents a series of product and sales records designed to help milk distributing cooperatives meet their record keeping problems.

Floor Plans for Small Cooperative Dairy Plants
By D. D. Brubaker
Miscellaneous Report 93, 1945. 36 pp.

Explains and illustrates several floor plans to guide associations planning to expand or remodel their plants.

Fruits and Vegetables

Bulletin

Cooperative Marketing of Potatoes in the United States
By George M. Goldsborough
Bulletin 62, 1951. 74 pp.

Outlines origin and growth of cooperative potato marketing, its services to agriculture and contribution to marketing, and suggests possible future course of cooperative development in the potato industry.

Circulars

Sunkist Growers, Inc. -- A California Adventure in Agricultural Cooperation
By Irwin W. Rust and Kelsey B. Gardner
Circular 27, 1960. 120 pp.

Presents information on this well-known farmer cooperative that is of interest to all students of agricultural cooperation. Discusses Sunkist history, describes important changes in organizational structure and operations, and calls attention to reasons for the association's success.

Fruit and Vegetable Bargaining Cooperatives
By Wendell M. McMillan
Circular 25, 1958. 72 pp.

First comprehensive report of fruit and vegetable cooperatives that bargain for members' products with processors. Describes the organization and operation of these associations.

Food Brokers Appraise Cooperative Marketing Practices
By Anne L. Gessner and Edward C. Collins
Circular C-142, 1951. 17 pp.

Summarizes information obtained from food brokers handling about two-thirds of the fruits and vegetables canned by cooperatives.

Citrus Packing House Costs in California
By J. K. Samuels and George L. Capel
Circular C-138, 1951. 16 pp.

Discusses the factors affecting the cost of packing citrus fruit in California.

Educational Circular

Using Your Fruit and Vegetable Co-op
Educational Circular 7, 1955. 12 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

General Reports

Fresh Fruit and Vegetable Marketing Organizations in Northeastern and Central States
By Martin A. Blum
General Report 84, 1960. 63 pp.

Shows how 31 selected grower-owned and controlled marketing organizations near large urban areas solved marketing problems of producers.

Pooling and Other Grower Payment Methods as Used by Local Fruit, Vegetable, and Tree Nut Cooperatives
By Clyde B. Markeson
General Report 67, 1959. 44 pp.

Provides data on types of grower payment methods used by local fruit, vegetable, and tree nut cooperatives; extent of their use; and factors associated with these methods that contribute to an effective and orderly marketing program.

Coordinated Marketing for Processed Fruits and Vegetables
By Irwin W. Rust
General Report 33, 1957. 40 pp.

Reports on results of a survey of 53 cooperative fruit, vegetable, and special crop processors, to assist cooperatives and others in a study of problems involved in a joint marketing program, reaction to the possibilities of such a program, and suggesting some plans for implementing it.

Information

Some Facts About Fruit and Vegetable Bargaining Co-ops
By Wendell M. McMillan
Information 11, 1959. 14 pp.

Outlines the objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms involved in the sale of members' crops to processors. Lists factors related to success.

Marketing Research Reports

Buying Farmers' Stock Peanuts in the Virginia-North Carolina Area
By Gilbert W. Biggs, Richard A. King, and E. Walton Jones
Marketing Research Report 555, 1962.

From a comprehensive study of the marketing of farmers' stock peanuts in the Virginia-North Carolina area. This first report emphasizes characteristics and practices of first-buyers. North Carolina State College cooperated in making the study.

Coordinated Marketing for Florida Fresh Citrus Shippers: Views on its Need and Feasibilities
By Fred E. Hulse
Marketing Research Report 492, 1961. 44 pp.

Reports the results of questionnaires sent to 120 Florida fresh citrus shippers on the need for more joint sales activity.

Economic Considerations in Marketing Sweetpotatoes From the Eastern Shore of Virginia

By Clyde B. Markeson, Frank W. Bell, and Leo F. Zimmerman

Marketing Research Report 487, 1961. 56 pp.

Includes a discussion of marketing practices in the sweetpotato industry on the Eastern Shore of Virginia and suggestions as to how these practices may be improved.

Analysis of Returns and Practices of Florida Fresh Citrus Sales Organizations

By Fred E. Hulse

Marketing Research Report 345, 1959. 88 pp.

Analyzes the nature of the market for Florida fresh citrus fruit with respect to pricing policies and sales procedures. Also appraises the relationship between net returns to shippers and various factors which affect the sale of fruit and shows the combination of sales practices which produces the best net returns for shippers.

Marketing Adjustments Made by the Texas Citrus Industry to Freezes of 1949 and 1951

Wilbur F. Buck and Harold B. Sorensen

Marketing Research Report 328, 1959. 28 pp.

Reports on the adjustments made by 51 citrus marketing and processing firms to severe freezes. Shows how some closed their plants completely, how some eliminated citrus operations, and how others diversified their operations to handle other activities such as vegetable processing or cotton ginning and processing in addition to citrus operations.

Interstate Trucking of Frozen Fruits and Vegetables Under Agricultural Exemption
Marketing Research Report No. 316, 1959. 88 pp.

Provides shippers, processors, transportation groups, and others concerned with information on the effects of the exemption upon the interstate transportation of frozen fruits and vegetables.

Costs of Canning Sweet Corn in Selected Plants
By E. C. Collins and Job K. Savage
Marketing Research Report 184, 1957. 48 pp.

An analysis of costs of canning sweet corn in seven plants -- two of them cooperatively owned. This study should be helpful to others in improving their own plant operations by comparing operations.

Other

Marketing Practices of Cooperatives Processing Canned and Frozen Fruits and Vegetables
By Anne L. Gessner and E. C. Collins
Miscellaneous Report 151, 1949. 88 pp.

Gives general picture of the distribution channels used and sales policies employed by these cooperatives during the 1948-49 season.

Coordinating the Marketing of Florida Citrus Fruit
By G. H. Goldsborough
Miscellaneous Report 143, 1950. 69 pp.

Gives data and opinions assembled from 80 Florida fresh citrus fruit shippers and 34 citrus processors.

Grain

Bulletins

Where and How Much Cash Grain Storage for Indiana Farmers
By Thomas E. Hall, J. W. Hicks, Walter K. Davis and Norman Coats
Bulletin 68, 1952. 46 pp.

Gives advantages and disadvantages to Indiana farmers of storing cash grain at local terminal elevators and also factors affecting how much storage is needed.

Factors Affecting Margins and Costs in Marketing Kansas Grain, 1945-46 to 1948-49
By Edward B. Ballow
Bulletin 66, 1951. 60 pp.

Discusses influence of volume, managers' ability, business competition, and storage operations on costs. Study includes 48 cooperative elevators in Kansas.

Where and How Much Cash Grain Storage for North Dakota Farmers
By Thomas E. Hall, P. V. Hemphill, C. H. Meyer, and W. K. Davis
Bulletin 61, 1951. 52 pp.

Compares costs to North Dakota farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decisions that storage should be provided for only average or normal requirements.

Where and How Much Cash Grain Storage for Oklahoma Farmers
By Thomas E. Hall, Adlowe L. Larson,
Howard S. Whitney, and C. H. Meyer
Bulletin 58, 1950. 48 pp.

Compares cost to Oklahoma farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decision that storage should be provided for only average or normal requirements.

Accounting Procedure for Cooperative Grain Elevators
By Edward B. Ballow
Bulletin 28, 1938. 222 pp.

Detailed outline of recommended accounting procedure for the use of cooperative grain elevators; includes specific examples of accounting forms and methods of setting up and operating individual accounts.

Circulars

New Country Elevators -- Influence of Size and Volume on Operating Costs
By Thomas E. Hall
Circular 10, 1955. 29 pp.

Shows influences of size and volume on operating costs of local elevators in the hard winter Wheat Belt and offers suggestions on building new facilities.

Changing Grain Storage Costs, Farm Vs. Elevator
By Thomas E. Hall
Circular 6, 1953. 20 pp.

Compares farmers' costs for storing cash grain on the farm and at the elevator and traces reasons for changes in relationships, with elevator cheaper than farm storage under average conditions.

Organization Structure of Farmers' Elevators
By Harold Hedges
Circular C-115, reprinted 1952. 50 pp.

Tells how to reorganize old elevators and organize new ones. Particularly for the use of those who contemplate forming an elevator association and for associations that need reorganization. (Includes organization forms and marketing agreements.)

Educational Circular

Using Your Co-op Elevator
Educational Circular 8, revised 1955. 12 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

General Reports

Farm Supply Operations of Cooperative Gins and Elevators in Texas
By John M. Bailey
General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas -- 18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

What Influences Off-Farm Grain Sales in Missouri?
By Francis P. Yager
General Report 91, 1961. 24 pp.

Based on a survey of four Missouri areas, discusses factors affecting off-farm grain movement and what farmers and elevator operators consider important in selecting a grain buyer.

Pendleton Grain Growers -- an Integrated Cooperative
By Beryle Stanton
General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Cooperative Country Elevators in Montana
By Francis P. Yager
General Report 64, 1959. 28 pp.

Shows characteristics of Montana elevators, their receipts and sales, methods of transportation used, storage capacity, turnover, services rendered, number of employees, and salaries paid.

Marketing Research Report

Economics of Grain Drying At Kansas Local Elevators
By J. C. Eiland and L. Orlo Sorenson (in cooperation with Kansas State University)
Marketing Research Report 449, 1961. 64 pp.

Reports on grain drying operations at 10 Kansas local elevators and analyzes their direct drying and shrinkage costs for the period from August 1957 through July 1958.

Other

When Members Talk ...
By Oscar R. LeBeau and J. C. Eiland
Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 NEWS FOR FARMER COOPERATIVES)

Livestock and Wool

Bulletins

Livestock Auctions in the Northeastern States
By C. G. Randell
FCS Bulletin 8, 1956. 43 pp.

Describes livestock auctions in 10 northeastern States -- giving useful material for improving livestock marketing methods and facilities.

Decentralized Marketing by Producers Livestock Cooperative Association, Columbus, Ohio
By R. L. Fox and C. G. Randell
Bulletin 65, 1951. 152 pp.

Tells how Producers Livestock Cooperative Association, Columbus, Ohio, worked out an effective decentralized marketing system for its 100,000 members.

Ways to Improve Livestock Auctions in the Northeast
By C. G. Randell
Circular 16, 1956. 10 pp.

Suggests improvements in location, design, and construction of facilities, equipment and operations of livestock auctions in the northeastern States.

Glades Livestock Market Association -- A Florida Operation
By C. G. Randell
Circular 13, 1956. 63 pp.

Analyzes this auction's experience, giving an account of its operations, and how it is meeting and solving problems. Is of interest to cattle raisers in the South who are considering establishing a livestock auction.

Feeder Calf Sales in the Southeastern States
By C. G. Randell and Anna E. Wheeler
Circular 9, 1955. 44 pp.

Discusses history, problems, and possibilities of feeder calf sales in the southeastern States.

Producing and Merchandising Sausage in Small Plants
Circular 5, 1953. 59 pp.

Gives type of equipment needed, layout of floor plan, formulas for making sausage, and costs.

Measuring the Marketability of Meat-Type Hogs
By R. L. Fox, Anna E. Wheeler, and C. G. Randell
Circular C-152, 1953. 41 pp.

Reports on possibilities of detecting differences in value of various type hogs and of reflecting these to hog producers. Actual tests showing differences between live appraisals and the carcass value were made on 1,710 hogs.

Educational Circulars

Using Your Livestock Co-op
Educational Circular 4, revised 1955. 16 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

Using Your Wool Co-op
Educational Circular 2, revised 1954. 9 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

General Reports

Livestock Marketing Cooperatives in California -- Their Progress, Policies, and Operating Methods
By R. L. Fox
General Report 98, 1961. 72 pp.

Gives a description of present markets and methods in the State, and the changes taking place in the marketing structure, and tells how livestock cooperatives can best meet producers' needs under today's economic conditions.

A Livestock Market is Born
C. G. Randell
General Report 96, 1961. 36 pp.

Shows how Equity Cooperative Livestock Sales Association, Milwaukee, Wis., developed its Johnson City Auction.

Improving Livestock Marketing Efficiency - A Study of Nine Cooperative Livestock Markets in Ohio, Indiana, and Michigan
By Ira M. Stevens and R. L. Fox
General Report 39, 1958. 42 pp.

Covers results of a study of nine branch livestock markets representing three regional cooperatives in Ohio, Indiana, and Michigan, and suggests ways these and similar livestock markets can improve their efficiency.

Inedible Offal as a Hog Feed
By Bert D. Miner
General Report 37, 1957. 18 pp.

Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.

Manufacturers' and Topmakers' Views on Some Wool Marketing Problems
By Walter L. Hodde
General Report 34, 1957. 30 pp.

Discusses answers from 29 topmakers and wool manufacturers on their preferences and problems in buying wool.

Farmer Meat Packing Enterprises in the United States
By R. L. Fox
General Report 29, 1957. 21 pp.

Examines the role of frozen food locker plants in the meat packing business and the future possibilities and need for cooperative meat processing. Also discusses plants that are no longer operating and the reasons for their failure.

Information

Safety-Checking Livestock Handling Facilities
By Joseph E. Rickenbacker
Information 28, 1962. 15 pp.

Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.

Recent Developments in Farmer Cooperative Meat Packing and Processing
By R. L. Fox
Information 18, 1961. 19 pp.

Gives background on growth of cooperative meat packing and processing, and includes some "watch points" any group of farmers need to consider before getting into this type of business.

What Kind of Wool Do You Market? (Formerly issued by Cooperative Extension Service in cooperation with Farm Credit Administration and Production and Marketing Administration, U. S. Department of Agriculture). Issued in cooperation with Federal Extension Service.
Information 16, 1961. 8 pp.

Reviews, through a series of drawings, some of the important points involved in determining the price of wool in order to help bring about better preparation of wool for market and increase returns to growers.

How Much Did Your Wool Bring? (Formerly Miscellaneous Report 103, Farm Credit Administration) Issued in cooperation with Federal Extension Service.
Information 15, 1961. 6 pp.

Emphasizes, through a series of drawings, that return per fleece is a much more reliable measure of value than price per grease pound.

Marketing Research Reports

Losses From Handling Sheep and Lambs
By Joseph E. Rickenbacker
Marketing Research Report 544, 1962. 21 pp.

Shows how many handling facilities and practices in the livestock industry cause damage to sheep and lambs or their death, and suggests ways to eliminate or reduce losses.

Livestock Pooling - Improved Marketing Through Grading and Commingling
By Ira M. Stevens and John T. Haas
Marketing Research Report 510, 1961. 52 pp.

Discusses livestock pooling in the United States, evaluates pooling as an effective marketing tool, and offers suggestions on ways to improve and expand it.

Loss and Damage in Handling and Transporting Hogs
By Joseph E. Rickenbacker
Marketing Research Report 447, 1961. 28 pp.

Provides information on factors affecting losses such as length-of-haul, weather, type of carrier, and certain handling conditions and practices.

Handling Conditions and Practices Causing Bruises in Cattle
By Joseph E. Rickenbacker
Marketing Research Report 346, 1959. 52 pp.

Appraises one of the major problems of the livestock and meat industry. Analyzes bruise test, bruise losses, causes of bruises, and some implications of the survey.

Causes of Losses in Trucking Livestock
By Joseph E. Rickenbacker
Marketing Research Report 261, 1958. 21 pp.

Covers in some detail the results of observations of "loss-associated" conditions -- overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, and gates with open angle irons and certain handling abuses, which are some of the major reasons of livestock losses in transit.

Losses of Livestock in Transit in Midwestern and Western States
By Joseph E. Rickenbacker
Marketing Research Report 247, 1958. 40 pp.

Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.

Poultry and Eggs

Bulletins

Cooperative Marketing of Eggs and Poultry in Ohio
By Harry E. Ratcliffe
Bulletin 59, 1950. 69 pp.

Discusses operations of Ohio egg and poultry cooperatives, location and territory served, volume handled, and methods of assembling eggs. Gives historical background of egg and poultry cooperatives in Ohio.

Poultry and Egg Cooperatives Vary Widely
By John J. Scanlan
Bulletin Reprint 1, 1956. 18 pp.

A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives history, status, and trends among poultry cooperatives.

Circular

Cooperative Marketing of Turkeys
By Henry W. Bradford and John J. Scanlan
Circular 23, 1957.

Traces development of turkey cooperatives, the types now operating, and outlines their procedures and organization.

Educational Circular

Using Your Poultry and Egg Co-op
By John J. Scanlan
Educational Circular 9, 1955 - Slightly revised. 13 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

Cost of Handling Eggs and Labor Output of Selected Cooperatives - Combined Report of Northeast, North Central, and Western Areas
By Harry E. Ratcliffe
General Report 88, 1961. 52 pp.

Compares statistics on total costs, direct unit costs of individual operations by associations, costs by type of packs, and output a man-hour of labor.

Cost of Handling Eggs and Labor Output of Selected Cooperatives - Part III - Western
By Harry E. Ratcliffe
General Report 75, 1960.

Furnishes information on cost and labor requirements of the various egg handling operations, including collecting, receiving, candling, cartoning, packing cartoned eggs, coopering cases, stacking, loading out, delivering, shell treating, shell cleaning, and egg breaking.

Cost of Marketing Eggs and Labor Output of Selected Cooperatives - Part II - North Central
By Harry E. Ratcliffe
General Report 72, 1960. 36 pp.

Furnishes information on costs and labor requirements of the various egg handling operations, including collecting, receiving, candling, cartoning, packing cartoned eggs, coopering cases, stacking, loading out, delivering, shell treating, shell cleaning, and egg breaking.

Cost of Marketing Eggs and Labor Output of Selected Cooperatives - Part I - Northeast
By Harry E. Ratcliffe
General Report 59, 1959. 28 pp.

Furnishes information on costs and labor requirements of the various egg handling operations, including collecting, receiving, inspecting, sizing, candling, and cartoning eggs, packing cartoned eggs, coopering cases, stacking, loading out, and delivering.

Marketing Research Reports

Why Egg Handling Costs Vary
By Harry E. Ratcliffe
Marketing Research Report 552, 1962. 74 pp.

Shows by individual operations how egg handling costs and labor output varied among cooperatives.

Interstate Trucking of Fresh and Frozen Poultry Under Agricultural Exemption
By James R. Snitzler and Robert J. Byrne
Marketing Research Report 224, 1958.

Discusses volume of shipments, market analysis, processors' opinions on use of truck transportation, motor carrier freight rates, and motor carrier cargo insurance and equipment.

Other

Plans and Operations of Farm and Small Commercial Poultry Dressing Plants
By George A. Amacker and John J. Scanlan
Miscellaneous Report 147, 1950. 53 pp.

Summarizes first-hand information on poultry dressing gathered from 48 farms and small commercial plants, and gives suggested layouts and equipment requirements. Gives floor plans of typical farm and commercial plants.

Special Crops

Dry Beans

Cooperatives Market Many Special Crops
By Henry M. Bain
FCS Bulletin Reprint 4, 1956. 23 pp.

A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Describes the development of co-ops that market special crops, their current situation, and probable direction they may go.

Rice

Marketing Rice Cooperatively
By Henry M. Bain
Circular 19, 1956. 30 pp.

Discusses services farmer cooperatives perform in drying and storing, marketing, processing, and merchandising rice.

Transportation of Rice in the South --
An Economic Survey
By Ezekiel Limmer and Robert J. Byrne
Marketing Research Report 140, 1956. 51 pp.

Furnishes information about rice transportation useful to the rice industry, the various carriers, and the general public.

Tobacco

Grower Attitudes Toward Marketing
Tobacco Cooperatively
Circular C-144, 1952. 54 pp.

This study of grower attitudes gives ways by which a cooperative can keep its members better informed, marketing problems of growers, and ways the co-op can improve its service to members.

Purchasing

Farm Services

Credit Unions

Educational Circular

Using Your Rural Credit Union
By Arthur H. Pursell
Educational Circular 16, 1959.

Explains the organization and operations of rural credit unions and their place in the rural community. For county agents, extension workers, vocational agriculture teachers, students, and others.

General Reports

Rural Credit Unions in Nine Midwestern and Great Plains States
By Arthur H. Pursell
General Report 94, 1961. 28 pp.

Summarizes briefly the methods by which Consumers Cooperative Association, Kansas City, Mo., has helped its member associations organize rural credit unions and examines results.

How Cooperatives Use Credit Agencies To Meet Patron's Needs
By John M. Bailey, Arthur H. Pursell, and Russell C. Engberg
General Report 52, 1958. 11 pp.

Describes the wide variety of credit arrangements cooperatives are using, outlines the general scope of these operations, and provides alternative methods of meeting patrons' credit needs.

Rural Credit Unions in the United States
By Arthur H. Pursell
General Report 49, 1958. 7 pp.

Contains information on 33 State credit union leagues, which reported 525 rural credit unions in operation as of January 1, 1957.

Rural Credit Unions in Indiana
By Arthur H. Pursell
General Report 47, 1958. 26 pp.

Analyzes the operations of rural credit unions in Indiana; appraises their effectiveness as savings and lending institutions and examines the manner and extent to which they benefit the farmers and farm supply cooperative with which they are associated.

Information

The Rural Credit Union - A Place to Save and Borrow
By Arthur H. Pursell
Information 20, 1961. 4-fold.

Describes objectives and programs of rural credit unions, and tells where to obtain help in organizing a credit union. (Slight Revision of Rural Resource Leaflet 8)

Keys to Effective Rural Credit Unions
By Arthur H. Pursell
Information 19, 1961. 15 pp.

Summarizes methods or techniques used by credit union leaders in building successful programs.

Other

Credit Unions in Fiji
Reprint 220, 1961. 2 pp.

Tells how credit unions have been used to help raise living standards in the Fiji Islands.

Rural Credit Unions
Reprint 159, Section A, 1958. 12 pp.

Series of articles appearing in the NEWS FOR FARMER COOPERATIVES on credit unions in the United States.

Insurance

Retirement Plans of Farmer Cooperatives
By French M. Hyre
Circular 21, 1957. 17 pp.

Discusses various types of retirement plans and their provisions that farmer cooperatives are currently using.

Rural Health

Cooperation for Rural Health
By Helen L. Johnston
Miscellaneous Report 123, 1948. 55 pp.

Reviews operations of rural health cooperatives during the period 1945-47. Summarizes broad measures to improve health services, outlines in detail three systems of prepayment, and suggests how rural health improvement programs can be worked out in communities where little or nothing has been done.

Frozen Food Locker Plants

Bulletin

Operating Costs of Selected Frozen Food Locker Cooperatives
By P. C. Wilkins and L. B. Mann
Bulletin 71, 1953. 59 pp.

Gives cost of each major processing and storage service for three midwestern frozen food locker cooperatives.

Circular

Frozen Food Lockers -- Highlights of a Survey
By P. C. Wilkins, L. B. Mann, and B. D. Miner
Circular 17, 1956. 17 pp.

Reports highlights of a national survey of frozen food locker plants.

General Reports

Frozen Food Locker and Freezer Provisioning Plants in the United States
By Paul C. Wilkins
General Report 102, 1962. 2 pp.

Twenty-fourth annual count of frozen food locker plants by States as of January 1961.

Frozen Food Locker and Freezer Provisioning Firms in the United States
By L. B. Mann
General Report 87, 1960. 2 pp.

Twenty-third annual count of frozen food locker plants by States as of January 1960.

Frozen Food Locker Plants in the United States
By L. B. Mann
General Report 68, 1959. 2 pp.

Twenty-second annual count of frozen food locker plants by States.

Inedible Offal as a Hog Feed
By Bert D. Miner
General Report 37, 1957. 18 pp.

Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.

Information

Credit -- An Aid to Freezer Provisioners
By Bert D. Miner
Information 27, 1962. 10 pp.

Explores influence of credit upon business volume of frozen food locker and freezer provisioning firms. Discusses characteristics of firms that extend credit.

Marketing Research Reports

Frozen Food Locker and Freezer Provisioning Industry, 1960
By Paul C. Wilkins and Bert D. Miner
Marketing Research Report 545, 1962. 29 pp.

Supplies in some detail pertinent information on frozen food industry trends and changes to help management effectively adjust plant operations.

Highlights and Trends of the Frozen Food Locker and Freezer Provisioning Industry -- 1960
By L. B. Mann, Paul C. Wilkins, and Bert D. Miner
Marketing Research Report 484, 1961. 28 pp.

Furnishes current information on frozen food industry trends and changes that management need to effectively adjust their operations to changing economic conditions.

Merchandising Practices for Freezer Provisioners
By Bert D. Miner
Marketing Research Report 453, 1961. 33 pp.

Appraises credit, delivery, membership, and advertising practices among a selected group of freezer provisioners.

Merchandising Frozen Food by Locker and Freezer Provisioning Plants
By Bert D. Miner
Marketing Research Report 313, 1959. 36 pp.

Study of 1957 operations of 1,433 locker and food provisioning plants, describing types of business, location of plants, products handled, services offered, and membership fees charged.

Business Management of Frozen Food Locker and Related Plants
By James J. Mullen and Lloyd M. DeBoer
Marketing Research Report 258, 1958. 93 pp.

Identifies the major elements of successful frozen food locker plant operation, evaluates present performance in selected companies, and provides a point of departure for management development in the industry.

Other

Management Accounting for Frozen Food Locker and Related Plants
By Robert L. Dickens
Agricultural Handbook 220, 1961. 117 pp.

Develops accounting procedures and techniques that will provide departmental cost information needed to properly manage small and medium-size businesses.

Guide to Uniform Accounting for
Locker and Freezer Provisioners
By Thornton W. Snead, Sr., and P. C. Wilkins
Agriculture Handbook 163, 1959. 60 pp.

Explains and illustrates an accounting system designed especially for the locker and freezer industry. This system will help provisioners measure and improve efficiency and enable the industry to develop financial, production, and operating standards never before available.

1955 Survey -- Frozen Food Locker Plants
By P. C. Wilkins, L. B. Mann, and B. D. Miner
Utilization Research Report 1, 1957. 39 pp.

Shows the status of the frozen food locker industry at the beginning of 1955.

Farm Supplies

General

Bulletin

Farmers Buy Supplies Cooperatively
By J. Warren Mather
FCS Bulletin Reprint 3, 1956. 29 pp.

A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives story of development of farm supply cooperatives, their current status, and trends.

Circulars

Operations of Major Regional Purchasing Cooperatives 1941-1951
By Martin A. Abrahamsen and Jane L. Scearce
Circular C-148, 1952. 25 pp.

Gives operating trends, types of retail outlets, and value of farm supplies distributed at wholesale and retail and farm products marketed 1941-1951.

Educational Circular

Using Your Farm Supply Co-op
By J. Warren Mather and Martin A. Abrahamsen
Educational Circular 6, 1955. 12 pp.

For members, county agents, extension workers, vocational agriculture teachers, students, and others.

General Reports

Farm Supply Operations of Cooperative Gins and Elevators in Texas
By John M. Bailey
General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas -- 18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

Handbook on Major Regional Cooperatives
Handling Farm Production Supplies, 1958 and 1959
By J. Warren Mather
General Report 89, 1961. 92 pp.

Provides information on 24 major regional cooperatives relating to organizational structure, types of services, volume, net savings, and financial condition of each.

La Coopérative Fédérée De Québec --
Integrated and Multipurpose Operations
By L. B. Mann
General Report 80, 1960. 24 pp.

Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.

Pendleton Grain Growers -- An Integrated Cooperative
By Beryle Stanton
General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Handbook on Major Regional Cooperatives
Handling Farm Supplies, 1957 and 1958
By J. Warren Mather
General Report 74, 1960. 59 pp.

Presents information on 21 major regional farm supply cooperatives. Also analyzes combined group to show scope, character, and significance of their business.

Handbook on Major Regional Cooperatives Handling Farm Supplies, 1956 and 1957
By J. Warren Mather
General Report 53, 1959. 58 pp.

Surveys the organizational structure, types of services, volume, net savings, and financial condition of 21 major regional cooperatives handling farm supplies. An analysis also shows the scope, character, and trends of the combined activities of these cooperatives.

Business Research of Regional Farm Supply Co-ops
By Martin A. Abrahamsen
General Report 13, 1955. 25 pp.

Supplies information on business research to help regional farm supply cooperatives evaluate their operations and services to farmers.

Information

Purchasing Cooperatives - An Essential Tool for the Modern Farmer
By Martin A. Abrahamsen
Information 5, 1957. 12 pp.

Reviews some of the more important developments that account for the changes in farming and explains why the farmer looks to his cooperative to help get the goods and services he needs to carry on his present-day farm activities.

Circular

Controlling Open Account Credit in Feed Cooperatives
By Lacey F. Rickey and Charlie B. Robbins
Circular 24, 1957.

Reports how 38 farmer cooperatives handling feed take care of their credit operations.

General Reports

Credit Control in Selected Retail Farm Supply Cooperatives - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia
By John M. Bailey
General Report 71, 1960. 21 pp.

Sixth and last of a series. Deals with credit policies, practices, and trends in 14 local farm supply cooperatives in the Atlantic region.

Inventory Management by Selected Retail Farm Supply Co-ops - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia
By John M. Bailey
General Report 70, 1960. 17 pp.

Presents information on inventory management in 14 farm supply cooperatives.

Inventory Management by Selected Retail Farm Supply Co-ops - Area IV - Kansas, Nebraska, Missouri, Iowa, and Illinois
By T. R. Eichers
General Report 66, 1959. 19 pp.

Reports on methods to control credit and inventory by 23 local farm supply cooperatives.

Credit Control in Selected Retail Farm Supply Cooperatives - Area IV - Kansas, Nebraska, Missouri, Iowa, Illinois, and Southern Wisconsin

By T. R. Eichers

General Report 57, 1959. 30 pp.

Discusses credit policies and control practices of 30 farm supply cooperatives in 6 States. Also analyzes credit data furnished by these cooperatives and makes suggestions on improving credit operations.

How Cooperatives Use Credit Agencies To Meet Patron's Needs

By John M. Bailey, Arthur H. Pursell, and Russell C. Engberg

General Report 52, 1958. 11 pp.

Describes the wide variety of credit arrangements cooperatives are using, outlines the general scope of these operations, and provides alternative methods of meeting patrons' credit needs.

Inventory Management by Selected Retail Farm Supply Cooperatives - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and Northern Iowa

By T. R. Eichers

General Report 50, 1958. 24 pp.

Discusses operations of 22 associations handling a diversified line of supplies, and provides information on policies and practices necessary for successful control of credit by farm supply cooperatives.

Credit Control in Selected Retail Farm Supply Cooperatives - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and Northern Iowa
By T. R. Eichers
General Report 43, 1958. 29 pp.

Discusses operations of 22 associations handling a diversified line of supplies, and provides information on policies and practices necessary for successful control of credit by farm supply cooperatives.

Inventory Management by Selected Retail Farm Supply Co-ops - Area I - Michigan, Indiana, Ohio, Pennsylvania
By John M. Bailey
General Report 38, 1958. 17 pp.

Covers the operations of eight local retail co-ops, including supplies handled, and how they were acquired, maintained and moved, with suggestions for improvement.

Feed

Bulletin

Operating Costs of Selected Cooperative Feed Mills and Distributors
By Lacey F. Rickey
Bulletin 56, 1950. 87 pp.

Analyzes operating costs of 26 cooperative feed mills and 21 retail feed distributing organizations. Gives operating statements for individual mills and distributors. Of particular interest to managers and directors of similar types of plants.

Circulars

Cooperative Alfalfa Dehydrators - Cost and Operations
By Lacey F. Rickey
Circular 12, 1956. 30 pp.

Is a case study of operating costs at eight cooperative alfalfa dehydrating plants and also reports briefly on the alfalfa dehydrating industry.

Delivering Feed in Bulk
By Lacey F. Rickey
Circular 3, 1952. 30 pp.

Discusses methods, equipment, costs and operating problems in delivering bulk feed.

Feed Bags - Kinds, Costs, and Problems
By Lacey F. Rickey
Circular 2, 1954. 21 pp.

Shows advantages and disadvantages of three types of feed bags most commonly used -- cotton, burlap, and paper.

General Reports

Integrated Feed Operations Through Farmer Cooperatives, 1959
By Anne L. Gessner
General Report 100, 1962. 56 pp.

Determines the type and extent of integrated feed services provided farmers by their cooperatives in 1959, and measures progress of such services through discussion of facilities owned or operated by cooperatives, quantities of products they manufactured and distributed, and services they performed at the primary levels of operation.

Mobile Feed Milling by Cooperatives in the Northeast
By T. R. Eichers and A. J. Hangas
General Report 99, 1961. 36 pp.

Determines practices and policies of mobile mill operations; determines costs and returns of these operations; and compares efficiency of the different methods of operating mobile feed mills.

Mobile Feed Milling by Cooperatives in Michigan and Wisconsin
By Arno J. Hangas
General Report 63, 1959. 60 pp.

Study of a relatively new development in feed processing. Discusses the type of equipment used, volume, type of service, labor requirements, rates charged, operating problems, and other pertinent topics. Based on the operations of 11 cooperatives in their 1957-58 operating year.

Information

Getting Your Feed in Bulk
By Lacey F. Rickey
Information 1, 1955. 5 pp.

Picture leaflet tracing steps in converting from sack to bulk feed delivery -- with some suggestions for both mill and farmers.

Bulletins

Manufacture of Fertilizer by Cooperatives in the South
By Warren K. Trotter
FCS Bulletin 13, 1959. 49 pp.

Based on the study of 29 cooperatives with fertilizer manufacturing facilities in the South. Discusses the status and potentials of these cooperatives, implications of economic, technological, and transportation factors, and the possibilities for further regional coordination.

Distribution of Fertilizer by Cooperatives in the South
By Warren K. Trotter
FCS Bulletin 11, 1958. 60 pp.

Supplies basic information on the rapid changes taking place in the South in types of fertilizers used and their distribution by farmer cooperatives.

Circular

Cooperative Manufacture and Distribution of Fertilizer by Small Regional Dry-Mix Plants
By John H. Lister
Circular C-126, 1941. 102 pp.

Analysis of the operations of three farmers' fertilizer manufacturing associations in Alabama and Virginia. Contains organization forms and statistics on membership, cost of operation, and savings to farmers.

Liquid Fertilizer Distribution by Local Cooperatives in the Pacific Northwest
By B. H. Pentecost
General Report 95, 1961. 32 pp.

Describes liquid fertilizer distribution of 17 local cooperatives affiliated with Pacific Supply Cooperative, Walla Walla, Wash. Also discusses new developments in liquid fertilizer distribution.

Liquid Nitrogen Distribution by Local Cooperatives in Nebraska and Kansas
By B. H. Pentecost
General Report 82, 1960. 34 pp.

Discusses operating practices and policies of 17 local farm supply cooperatives that distribute liquid nitrogen fertilizers; and provides information on type, size, cost, adequacy of facilities and equipment used, and problems encountered with suggestions for improving the distribution service to farmers.

Bulk Distribution of Fertilizer and Lime in the Northeast
By Warren K. Trotter
General Report 24, 1956. 38 pp.

Reports on the experiences of affiliates of the Cooperative G. L. F. Exchange, Ithaca, N. Y., in distributing fertilizer and lime by bulk handling methods.

Cooperative Fertilizer Transportation
in the North Central States
By Claude L. Scroggs and Robert J. Byrne
General Report 7, 1954. 23 pp.

Gives a graphic presentation of certain transportation costs and other data for the use of farmers in developing a more efficient cooperative fertilizer distribution service in the North Central States.

Petroleum

Circular

Standards for Tank Truck Servicemen
in West Central States
By J. Warren Mather
Circular C-149, 1953. 23 pp.

Gives standards set up, differences in delivery operations and costs, and helps in meeting standards.

General Reports

Integrated Petroleum Operations Through
Farmer Cooperatives, 1950 and 1957
By Anne L. Gessner and J. Warren Mather
General Report 58, 1959. 18 pp.

Discusses the principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.

Pay Plans for Co-op Tank Truck Salesmen
By J. Warren Mather
General Report 46, 1958. 25 pp.

Analyzes various pay plans used by petroleum cooperatives throughout the country, and discusses these plans in relation to their effects on volume, costs, employee turnover, and credit control.

Seed

General Report

Transportation and Handling of Seed by Regional Cooperatives in the Southeast
By Charlie B. Robbins
General Report 101, 1962. 30 pp.

A study of the seed operations of 7 regional wholesale cooperatives serving 13 southeastern States with suggestions for improving transportation, handling, and warehousing.

Films on Farmer Cooperatives

Made Available by
Farmer Cooperative Service

It's the Farmer's Business (color, sound, 14 1/2 min.)

Produced by Farmer Cooperative Service and the Banks for Cooperatives. This movie shows how farmers use cooperative businesses to get quality products to consumers and shows some of the well-known co-op brands in stores; it pictures how cooperative supplies and services help farmers produce more efficiently; and it relates how some of this progress has been helped by the Banks for Cooperatives and FCS. Some history is woven into the movie as it is part of the USDA centennial movie series. Released 1962.

Farmer Cooperatives Today (color, sound, 20 min.)

Produced by Farmer Cooperative Service, this film tells what farmer cooperatives are, the jobs their members call on them to do, and how they do them. Outlines types of cooperatives farmers have set up and the kinds of business services they perform. Contains some scenes from FARMERS WORKING TOGETHER. Released 1956.

Farmer Cooperatives in Europe (black and white, sound, 20 min.)

Produced in Europe by Foreign Operations Administration in cooperation with International Federation of Agricultural Producers. Distributed in the USA by Farmer Cooperative Service to show how European farmers make use of their cooperatives.

The Rural Co-op (black and white, sound, 20 min.)

Produced during the occupation following World War II by the Civil Affairs Division, Department of the Army, to tell Germans, Austrians, and Japanese about American farmer cooperatives. Distributed in the United States by the Farmer Cooperative Service.

Farmers Working Together (color, sound, 20 min.)

Describes the operations, organization, and general activities of farmer cooperatives. Outlines the principles of cooperation and shows how farmers use co-ops to process and market their products; to purchase farm supplies; and to provide themselves with business services. Scenes of co-ops shown in every part of the United States. Released in 1952.

Livestock Cooperatives in Action (color, sound, 20 min.)

From before the days of the Chisholm trail cooperative action has been a creed and a tradition in the livestock industry as is shown in this 2-reel colored picture. Specific services available to producers through livestock marketing cooperatives are detailed.

Farmer Cooperative Service Films are available through the Director of Information of the Farm Credit Banks serving your State. Requests should go directly to the Farm Credit Banks serving the State's area or to other office designated for the State as shown on the next page.

Location of banks

Baltimore, Md., serving
Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia, and Puerto Rico

Columbia, S. C., serving
Florida, Georgia, North Carolina, and South Carolina

Louisville, Ky., serving
Indiana, Kentucky, Ohio, and Tennessee

New Orleans, La., serving
Alabama, Louisiana, and Mississippi

St. Louis, Mo., serving
Arkansas, Illinois, and Missouri

St. Paul, Minn., serving
Michigan, Minnesota, North Dakota, and Wisconsin

Omaha, Nebr., serving
Iowa, Nebraska, South Dakota, and Wyoming

Wichita, Kans., serving
Colorado, Kansas, New Mexico, and Oklahoma

Berkeley, Calif., serving
Arizona, California, Nevada, Hawaii, and Utah

Spokane, Wash., serving
Alaska, Idaho, Montana, Oregon, and Washington

Farmer Cooperative Service films are distributed in Texas by Visual Aids Dept., Extension Service, Texas A & M College, College Station, Texas. Motion Picture Service, U. S. Department of Agriculture, Washington 25, D. C. distributes FCS films in Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, and Vermont.

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